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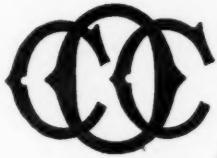
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 93

DECEMBER 14, 1935

Number 24



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and
Happy New Year
to all our friends

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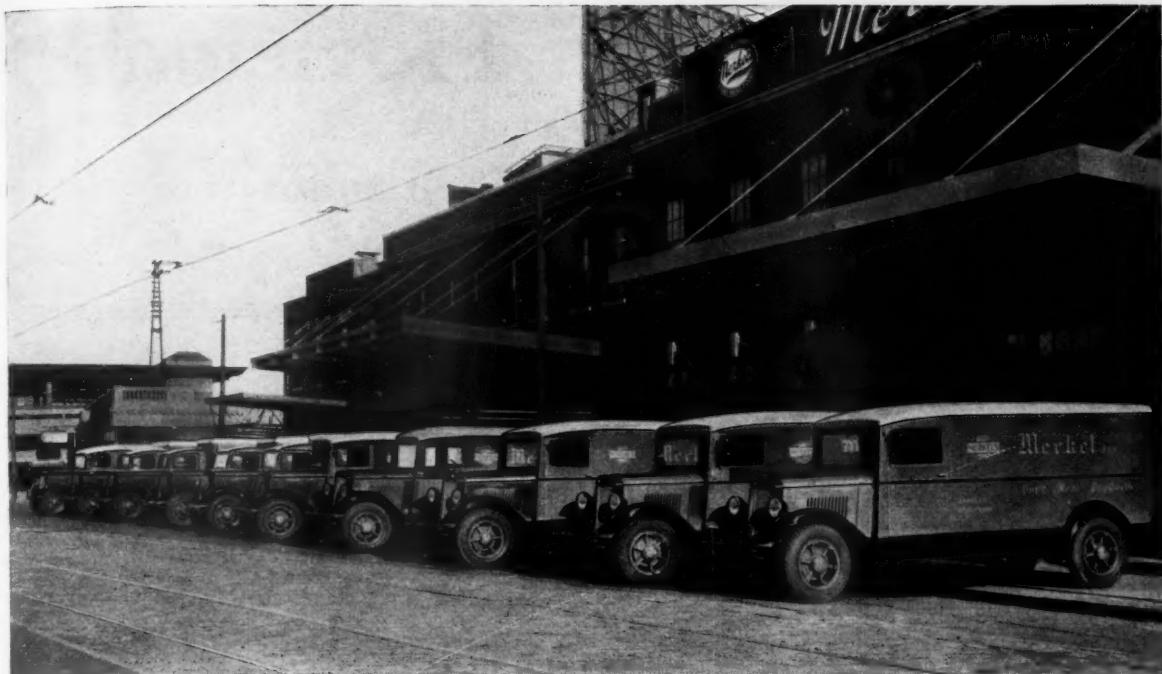
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INTERNATIONAL TRUCKS

The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 93

DECEMBER 14, 1935

Number 24



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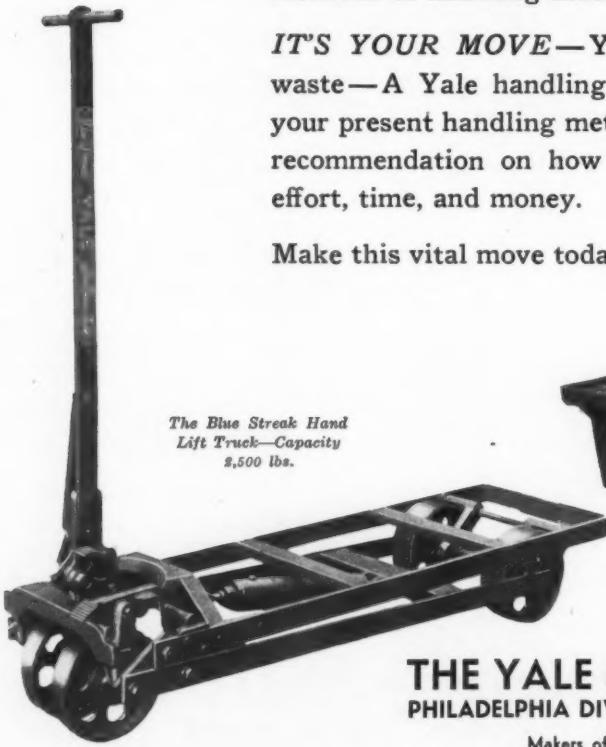
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The King of Time-eaters is obsolete, inefficient, and costly methods of handling materials.

IT'S YOUR MOVE — YALE methods will checkmate waste — A Yale handling engineer is available to study your present handling methods and equipment, and give a recommendation on how to checkmate WASTE — save effort, time, and money.

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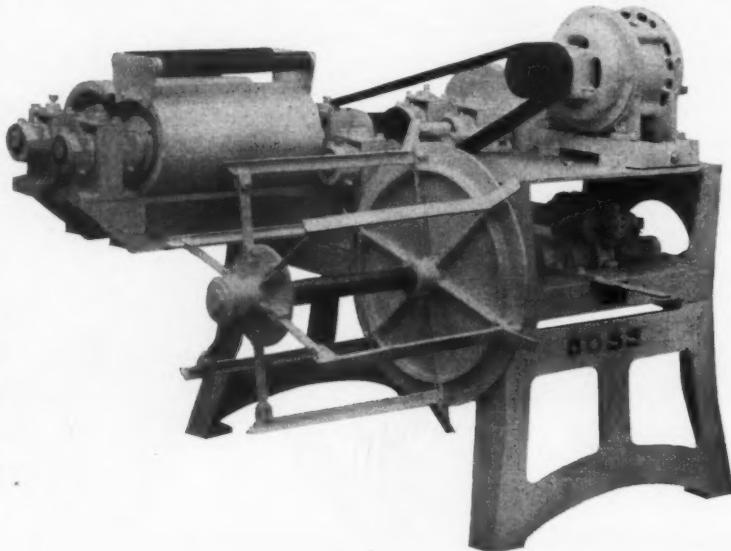
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Illustration to the left shows our latest improved "BOSS" Beef Casing Cleaning Machine.

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Illustration shows our No. 158 motor driven "BOSS" Hog and Sheep Casing Cleaning Machine, with all modern improvements.

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These machines are simple and compact in construction, making it convenient and easy to operate them.

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ATTRACTING ATTENTION EVERYWHERE

The new Armour Moulded Dried Beef Inside is a real improvement over all old products of its kind.

Uniform in shape and size it can be sliced down to the very butt end, making it truly economical.

And you'll marvel at its color, too. A new processing method gives to the Armour Moulded Dried Beef Insides a bright uniform color from top to bottom. No dark areas in this dried beef.

Write for further information and quotations today.

Armour's

MOULDED DRIED BEEF

ARMOUR AND COMPANY - CHICAGO, ILL.

THE NATIONAL Provisioner

Volume 93

THE MAGAZINE OF THE

Number 24

Meat Packing and Allied Industries

DECEMBER 14, 1935

Are FREIGHT RATE BATTLES Necessary?

FREIGHT RATES in the meat packing industry have shown heavy increases over those prevailing before the world war. These increases have contributed materially to the spread between the price of livestock and cost of meat.

This is a condition over which the industry has no control. But the same cannot be said of the constant strife within the industry over rates, each group struggling for that advantage which seems to it so essential to continuing in business.

In reviewing the situation impartial observers have wondered whether or not it would be possible for packers, large and small, to get together and talk out their differences, and then go to the Interstate Commerce Commission with definite recommendations—rather than continuing the internecine warfare which breaks out from time to time.

Precedent of Long Ago

Nothing would be lost by such an effort, such observers believe, and much might be gained. What happened half a century ago would seem to indicate that advantage lies in such a procedure.

At that time the Western packing industry was in its infancy, while Eastern concerns were somewhat strongly entrenched. The latter were determined to prevent the young giants of the West from "dumping" their products into the great consuming territory. The battle was a bitter one, with little prospect of peace in sight.

At that time livestock transportation had attained large proportions, and the experimental period of moving fresh meat in refrigerator cars was under way. Each side "viewed the future with alarm." Finally, wiser counsel prevailed and there was an agreement to arbitrate disputes. This was done, and the result of the famous "Cooley Award" was the yardstick of freight rates between East

and West for almost a third of a century. Under it each group was able to continue in business without any serious disadvantages arising from freight rate handicaps.

Tampering With Rate Structure

In 1918 there began a series of "experiments" by the Director General of Railroads and later by the Interstate Commerce Commission. The result of this tampering with an established basis has satisfied no one. To further complicate the situation, there has developed a strong group of packers in Iowa and Minnesota and another on the Pacific coast, so that it is no longer a fight between the East and the West.

A sensible settlement in the opinion of these same impartial observers would seem to be for the Interstate Commerce Commission to establish a fair and reasonable scale of rates on livestock and another on the products of livestock. So far the policy has been to settle these cases "piecemeal," with the result that no sooner does one group get an adjustment than another demands one.

Agreement Might Be Reached

In drawing this picture THE NATIONAL PROVISIONER outlines the views of no single group, and reflects no opinion on the merits of respective cases. It does, however, suggest the belief of many that it would be advantageous for capable and broad-minded executives in the industry to get together in an effort to dispose of this question—just as G. F. Swift, P. D. Armour, Nelson Morris, Samuel Allerton, G. H. Hammond, Joseph Stern and A. Comstock found it expedient to do fifty years ago.

If leaders in the industry could agree upon a reasonably satisfactory basis, it is possible that the railroads would gladly cooperate in endeavoring to make it effective through action by the Interstate Commerce Commission.

Processing Tax Case Argued Before U. S. Supreme Court

INTEREST of the meat packing and other processing industries was focused on the U. S. Supreme Court this week, where counsel for the Hoosac Mills and the government presented widely differing views of the constitutionality of the AAA and processing taxes.

The court now begins private discussion of the AAA case. The earliest date on which an opinion is likely to be handed down is January 18.

Many observers now believe that because of the determination of the administration to carry forward its agricultural aims, the trial of issues now before the court has become a test of form rather than of substance of the farm program. It may be the first, but probably will not be the final high court test of the power of the federal government to regulate crop production.

Judges Want to Know

Keen questioning by the justices marked the hearings before the court this week. Solicitor General Reed, who presented the government's case, was asked to explain several provisions of the adjustment act.

"Who fixes the tax," Justice McReynolds asked the Solicitor General.

"Congress fixes the formula," Reed answered, and read the provisions that the tax be measured by the cost of goods the farmer buys.

"The farmer buys all sorts of things," McReynolds proceeded. "The farmer buys silk stockings and woolen coats. Which is it that controls the tax?"

"It is fixed by statistics of the Department of Agriculture," Reed answered.

"Does the act say so," McReynolds continued.

"Yes, sir," the Solicitor General answered.

Arguments for and Against

The government opened its argument with an outline of the case, conceding that constitutionality of the law was directly involved, and was the sole question passed on by lower courts. The Solicitor General argued that the adjustment act, including provisions levying processing taxes, was a valid exercise of Congressional power, and should not be construed as an emergency measure hastily drawn to meet an unusual condition.

In speaking of taxes, Reed declared that they are for revenue purposes; are levied as an excise on processing of agricultural products and are collected without regard to the purpose for which they are to be expended.

Former Senator George Wharton

Pepper, in arguing against constitutionality of the AAA, contended that payment of rental benefits to farmers was equivalent to purchase by the government of control of the agricultural industry.

"If we look at the AAA program realistically it is not voluntary with the farmer at all," Pepper declared. "The farmer is asked to sell his freedom for a mess of pottage. The consequences of the entire scheme means that if the local policy of the states in the matter of production is inconsistent with the program of the government, the farmer is placed on the auction block and a bid made for his control."

Robbing One to Pay Another

Again he remarked that the processing tax was "a robbery of Peter the processor to pay Paul the producer."

"This plan has had extraordinary popularity in some places and extraordinary abhorrence in others. It shows you can't regiment agriculture under the Secretary of Agriculture any more

than you can regulate industry under the President."

Counsel for the Hoosac Mills was not questioned by the court in its presentation of the case.

The Supreme Court denied a request of the Washburn Crosby Co. that the court intervene in its behalf to restrain collection of taxes under the amended act and consider its appeal concurrently with that of eight rice millers who were granted injunctions some weeks ago.

Sausage Firm Gets Injunction

A temporary restraining order preventing collection of processing taxes from the Dreher Sausage Co., Columbia, S. C., has been issued by the federal district court at Charleston. The company was ordered to deposit October and November taxes and a hearing has been set for December 16. Constitutionality of the tax was attacked by the processor.

Farm Bureau Backs AAA

PROCESSING taxes and the AAA, reciprocal trade treaties and excise taxes on oleomargarine containing imported fats and oils were endorsed by the American Farm Bureau Federation at its annual meeting in Chicago, to which President Roosevelt, Secretary of Agriculture Wallace and Chester A. Davis, chief of the AAA, had brought pleas for support of the administration farm policy.

President Roosevelt told the federation that city and farm prosperity cannot exist without each other. He attacked those who opposed benefits to American farmers as chiefly "the few who profited heavily from the depression." He decried the system under which the farmer was an involuntary speculator as to the return on his crops. He concluded with the statement that the "farm program, instead of burdening consumers as a group, actually has given them new benefits."

Chester A. Davis answered a question in the minds of many producers and processors when he indicated that a Supreme Court decision against the AAA will not block the farm program, but will necessitate enactment of constitutional legislation by Congress. Mr. Davis stated:

May Ask For New Law

"This month the AAA faces three important tests in the Supreme Court. I do not assume to guess what the court will say, but I do say with some conviction I believe that if Congress is willing, it is possible to shape legislation so that the farm program will go forward on the same lines, under the Supreme Court decision, whatever it may be, and wholly under the constitution."

The reciprocal trade treaty between the United States and Canada was de-

(Continued on page 50.)

CURRENT VALUE OF HOGS ABOVE PARITY



Hogs had a current farm value of \$10.79 on November 15, or \$1.69 above parity price for the same date, according to U. S. Department of Agriculture figures. While farm price of hogs on November 15 was \$8.54, below parity price for the first time in four months, addition of processing tax brought current value almost two dollars above the theoretical goal of the adjustment act.

Reducing MEAT TRUCK Accidents

● Better Control of the Human Element the Best Insurance Against Loss

PACKER'S ATTITUDE toward delivery truck accidents appears to be undergoing considerable change.

From one in which accidents were viewed with some tolerance as being unavoidable occasionally, the idea is gaining ground that behind each accident is a situation, a condition or a combination of circumstances that could have been prevented.

Perhaps recent truck driving records have had much to do with the greater thought and study being given to meat truck accident prevention. These have pointed out what really can be done in safe handling and driving of trucks when consistent and persistent efforts are made to this end.

Forty Million Miles Without Accidents

In a state-wide safety contest in Indiana, in which 1,320 truck drivers were enrolled, 5 million miles per month for 8 months were driven without an accident—40 million miles before the charm was broken.

Other instances of accident-free operation over long periods have been frequent enough to cast considerable suspicion on supervision, methods of selecting and training drivers and the manner of operation in instances where accident frequency is high.

A Mid-west meat packer, aroused by the high accident rate for his delivery trucks, started on November 1, 1935, a year's campaign to improve his accident record. His aim is a million miles without an accident. The plant and branch house fleets will be surveyed, recorded, pleaded with, urged, castigated, penalized and rewarded in a complete system of safety campaigning.

This packer's fleets traveled 2,045,700



169 Man-Years Without an Accident

Sixty truck drivers in the employ of Adolf Gobel, Inc., New York City, have operated their vehicles one or more years without an accident. This would be a remarkable achievement under any conditions. Considered in relation with the fact that the trucks are operated in probably the most congested area in the United States—The New York metropolitan district—the drivers' ability to steer clear from avoidable accidents becomes a splendid record.

The records of these drivers are as follows:

Years Driving Without Accident.	Number of Drivers.
1	81
2	4
3	10
4	3
5	1
6	2
7	1
8	8

These unusual results were recognized recently by the General Accident, Fire and Life Assurance Corp., which presented merit certificates to each of the accident-free drivers.

The Gobel company, of which V. D. Skipworth is president, has been campaigning for some time to reduce, and if possible eliminate, delivery truck accidents, and is very proud of the results it is securing.

miles last year. In the last 11 months 84 accidents occurred, an average of 22,480 miles per accident, or an average of 1½ accidents per week. Many of these have been very expensive. Two in recent months caused damage aggregating \$14,500.

Haste Makes Waste

This truck is loaded with product. Re-pass to truck and damage to product totaled \$1,200. The driver went into the ditch trying to pass another car.



The greater percentage of all meat truck accidents, therefore, must be charged against the drivers. Carelessness, taking a chance, ignoring safe driving rules, such as passing on a curve or hill, showing off, ignoring the rights of others on the road, lack of good judgment, violating traffic rules and regulations, speeding, etc., cause more than 95 per cent of all traffic accidents, this packer says.

Selection and training of drivers, therefore, is probably the most important feature of accident prevention campaigns. Well informed, careful, conscientious men behind the wheels of the vehicles leave little chance for the unusual to occur.

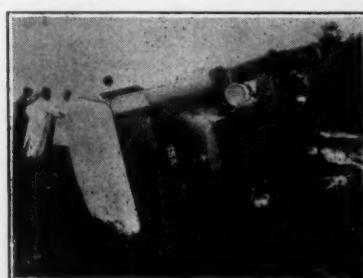
Driver's Penalties

Rewards for safe driving and penalties for accidents are subjects in truck driver control on which there is not universal agreement one way or the other. Whatever has been said of the unbalance of a system that had only penalties would apply if it had only rewards. Indeed such a system would be even more lopsided, and if there are any such they are rare. So it may be said that every driver training and control program should provide punishment for poor performance.

Drivers' rewards were discussed in a previous issue of THE NATIONAL PROVISIONER. (October 12, 1935.) Penalties should come within four classes, in the opinion of H. R. Cobleigh, Motor Truck Division, Automobile Manufacturers Association, Inc. These are:

- 1—Fines or suspensions.
- 2—Loss of vacation.
- 3—Loss of seniority.
- 4—Dismissal.

They are one and the same thing in



TOO MUCH SPEED DID THIS.

This accident to a packer's truck was caused because the driver did not slow down sufficiently on a slippery road.

effect and are meted out for the same causes, differing only in degree according to the seriousness of the offense.

Assessing a Fine

A fine is the reverse of a bonus or reward, but this is not to say that it should always be exacted where a bonus is provided or for the opposite reason for which a bonus is paid. In fact, having fines at all is of doubtful desirability. About their only justification would be to compensate the packer for property damaged by the driver, and this would be better covered by the firm, as it covers risks for personal injury loss—through insurance. Practically speaking only such small damages as are not covered by insurance should ever be taken out of the driver's pay.

It is better to have the fine take the form of suspension without pay when it is imposed for other infractions of rules such as carelessness, courtesy or abuse of equipment. Then, at least, the driver has some time off for himself, partly compensating him for what he is out of pocket.

Loss of Vacation

Loss of vacation may be imposed for the same reasons as suspensions or for failure to meet the more general requirements that would be made the basis of giving vacation with pay.

Probably the best plan of all is to give every employee a vacation with pay, extending it for good performance and curtailing it as punishment for failing to meet certain standards.

Loss of seniority should never be imposed for the sake of putting some other driver ahead because of his good record. With that exception, rules for such loss might be almost any that would call for any other form of punishment.

In general it may follow a failure to meet any of the standards that would be rewarded with a bonus, if a bonus plan is in effect and whether it is or not. It may be occasioned by a poor safety record alone, that is, by frequency of minor accidents or one serious one for which the driver was at fault, but in general it should involve other considerations, punishment for which is not so readily provided in other penalties.

Causes for Dismissal

Dismissal is the most drastic of all driver punishment and should be resorted to only as a last extreme. If management has exercised due care in hiring its drivers, firing should be a rarity. It may be justified, however, from many other considerations than the accident record—dishonesty, inability to get along with associates, abuse of a customer, etc.

When it is a matter of carelessness alone the driver should not be dismissed until he has proved incurable. Then if he has other abilities to war-

rent it, he preferably should be demoted to a helper or assigned to other duties. Where it is permissible that other drivers be given a voice in the decision, as through a safety court, the effect will be highly favorable to morale.

Drivers' records are indispensable in any system of driver control, Mr. Cobleigh believes. Always to be remembered are the drivers not directly affected by the rewards or punishments. Discounting any natural jealousy, if the body of drivers feel any one of them has been unjustly rewarded or punished the main purpose of the program is defeated. Nothing will so convince them that justice has been done as the knowledge that full and impartial rec-

ords are in the office, speaking not alone of one driver but all of them.

And the drivers should have the right to see the records for themselves any time, lest doubt grow into suspicion of management unfairness. It is still better not to leave it to them to request an inspection of the records. Certain sections, at least, should be summarized and put on the bulletin board. Such a practice is in itself a great incentive. It arouses rivalry of the right sort.

Horses may run a good race with blinders on; human beings will always work harder when there is someone ahead they are trying to overtake.

This is the tenth of a series of discussions on truck driver selection, training and control.

Greatest Share of Consumer Dollar Goes to Producer

"THE largest share of the consumer's dollar goes in every case to the livestock producer, and this year the producer's percentage is one of the highest in many years," declared Howard C. Greer, director of the Department of Marketing, Institute of American Meat Packers, in a recent address.

Mr. Greer's statement was made at the annual convention of the National Association of Marketing officials, held in Chicago from December 4 to 6. He spoke on "Division of Consumer's Meat Dollar Among Distributors, Processors and Producers."

"Under normal conditions," said Mr. Greer, "farmer's share of the housewife's meat dollar is somewhere around 55 per cent—a little over half. On the average, for the ten years covered by a study by Bernard Tobin at the University of Chicago, it was almost exactly 50 per cent. In 1935 it apparently has been around 48 per cent; and it amounts to about 54 per cent if processing tax is considered as part of return to the live stock producer."

Retailers' Share Is 5½ Cents

Of 21½ cents paid out by housewife for typical pound of meat in ten-year period, approximately 5½ cents was retained by the retailer, to meet rent, payrolls, and other disbursements, including an average profit of about three-quarters of 1 cent.

Processor or packer received 3½ cents, of which he paid out 1½ cents in wages and salaries, four-fifths of a cent for supplies, power, and fuel, half a cent for other operating expenses, a fifth of a cent each for interest charges and depreciation, and a tenth of a cent for taxes—which left him approximately a tenth of a cent for profits. Wholesaling and delivery, sometimes performed by packer and sometimes by independent agencies, accounted for another cent.

Finally, transportation and selling of livestock en route from farm to mar-

ket accounted for nine-tenths of a cent—leaving the farmer approximately 11 cents of the original 21½ cents that had been paid by consumer for average pound of meat.

Packers' Livestock Cost

As indicated in figures already quoted, the packing industry normally pays out for livestock approximately three-fourths of its income from the sale of meat, he stated.

In regard to influence of the depression on meat prices, Mr. Greer said the retail price of meat and meat products averaged about 25 cents from 1925 to 1929, dropped to a low of about 14½ cents in 1933, and has risen again to approximately 23½ cents in 1935. Correspondingly, retailer's margin to cover his various expenses of doing business declined from about 6 cents per pound in 1925-29, to a low of about 3½ cents in 1933, and has risen again to about 6 cents in 1935.

Similarly, processor's margin, which over whole period included thirty times as much expense as profit, declined from slightly more than 3½ cents per pound in 1925-29 to about 2½ cents in 1933, remained at that level throughout 1934 (if processing taxes be excluded from this comparison), and apparently has been less than 3 cents in 1935.

Per pound of meat sold at retail, the farmer received for his live stock about 14 cents in 1925-29, about 5½ cents in 1933, approximately 7½ cents in 1934 (with processing taxes included), and about 12½ cents, on the same basis, in 1935.

Farmers' Share from Meat

The farmer apparently received, during the ten-year period as a whole, for each pound of pork and lard sold at retail, 10.5 cents; for each pound of beef at retail, 11.2 cents; and for veal and lamb, 13.5 cents and 14.1 cents, respec-

(Continued on page 50.)

MORE MONEY FOR LARD...

● New Merchandising Trends Show How to Get It

SHORTENING is an important item in the American food diet. The average family consumes 160 lbs. annually.

This is four times as much as all breakfast foods, three times as much as coffee and 25 per cent more than all canned fruits and vegetables combined.

Lard formerly met this shortening need. But year by year lard has been forced into the background by other shortenings. The latter were manufactured under carefully-controlled conditions and were merchandised aggressively. Merchandising programs never dreamed of for lard were inaugurated.

Many housewives of the present generation know little of lard as such. They have been taught to use one shortening or another under a trade name and in only a very few cases have these trade names been applied to a pure lard.

Why Lard Lost Out

There are many reasons for this situation, some of which grew out of the practice of many packers in getting a quick turn-over on their prime steam lard in tank cars. They were satisfied to sell this lard at about the price per pound of live hogs. Only a portion of it went directly to the retail trade from the packer's coolers.

This made the lard producer a little less careful of detail in the manufacture of his product, because he knew

the bulk of it would be subjected to further processing before it was offered to the consumer. If it contained too much moisture or crackling sediment, or had a high free fatty acid, or was off color, he paid little attention.

He did not realize how all these factors affected its flavor and keeping quality, as well as its ability to compete with shortenings which had been brought to a high state of perfection.

Better Merchandising Needed

This same desirable quick cash turnover on lard at a relatively low price made packers slow to back up the product with expensive advertising and merchandising campaigns. Believing that lard was such a good shortening it would always make its way, and not realizing what was happening "right under their noses" as a result of well-planned merchandising campaigns by competitors, meat packers waked up to find that other shortenings had run away with a considerable part of their lard market. They began to realize that something must be done if this important product of their pork packing operations was not only to pay its own way, but to make some money for its producer.

Packers look to hams, loins and bellies to bring them in the major part of their income from the hog. But the average hog yields just as high a percentage of lard as it does of hams, and a higher percentage than either bellies or loins. If each of these products is to make its relative contribu-

tion to packers' returns, then lard must do better than it has in recent years.

Merchandising aggressiveness of other shortening manufacturers has changed many housewives' thinking and buying habits, and has educated them to purchase shortening by brand or trade mark name. Building consumer demand for identified lard today, therefore, involves considerations which were unimportant a few years ago. Now the meat packer is not only up against the problem of educating the consumer to the superior shortening value of lard, but also the problem of changing a fixed habit, and weaning her away from other products and back to lard.

Lard by Another Name

But if packers have not been as aggressive as they might have been in merchandising lard, there is much evidence to indicate they are beginning to wake up, and to realize that a product comprising 14 per cent of the hog carcass should not be sold at a loss. An interesting angle is that there is much disposition to attack the sales problem from an entirely new slant, rather than to follow what might be considered orthodox lard merchandising methods.

A Mid-west packer, among others, has been preparing for some time to get more money for his lard. His first move was to improve production methods so as to be able to offer a superior product. This has high shortening value, high smoke point and consequently low free fatty acid content, is pure white and has a pleasing flavor.

This lard is said to be so superior to regular production that this packer believes it would handicap its sales to market it as "lard." Therefore, it will be offered to the housewife under a coined brand name, and as "shortening." Neither on the handy container

(Continued on page 33.)

LAUNCHING NEW PRODUCT.

Executives of John Morrell & Company conferring with two star salesmen on sales plans for their new shortening, "Prido," which was announced at the national sales meeting of 70 district supervisors in Chicago.

Left to right seated: W. H. T. Foster, vice-president, Sioux Falls, S. D.; J. C. Stentz, director of sales, Ottumwa, Iowa. Standing: J. R. Hinsey, sales director for Prido, Ottumwa; George A. Morrell, director of publicity, Ottumwa, Ia.; J. H. Deering, Spokane, Wash., and B. B. Gingrich, Philadelphia, Pa.



Practical Points for the Trade

Making Roman Bacon

Consumers who had eaten Roman bacon told a Southern meat packer about the product. It sounded novel and attractive, so he writes:

Editor THE NATIONAL PROVISIONER:

We have been hearing a lot about a product called "Roman bacon" and would like to know how it is made. It is stuffed, and we believe, partially cooked in the smokehouse. How is it cured and what spices are used? We make dry cured bacon but have never made this product.

Thin sides of hogs, commonly known as "scalawags," are used in manufacture of Roman bacon. After meat is thoroughly chilled it should be skinned and cured in same manner as dry cured bacon. Cure should be mild, using 3½ lbs. of salt per 100 lbs. of meat instead of 3½ lbs.

In addition to salt the following seasonings are used:

1½ oz. ground cinnamon
10 oz. brown sugar
¾ oz. garlic
4 tablespoons mapleine

Chop garlic with salt and sugar so that no juice will be lost. Rub bacon with this mixture, roll it up like a jelly roll and wrap tight with a large soft cord. Pack in boxes for cure, same as dry cured bacon. About same length of time in cure is required.

When bacon is cured it is washed off and dried. Then it may be stuffed either in beef bungs or manufactured casings and taken to smokehouse. If stuffed it must be heated in smokehouse to an inside temperature of 137 degs. Fahr. to conform with federal inspection regulations.

This is a very good way to use flabby thin sides. The product is very salable after it becomes known for it is reported to be "more than delicious."

SALT AND DRAIN ALLOWANCE

Saltage and drainage allowance rules are important to packers selling or buying on the Chicago Board of Trade. A Mid-Western packer writes:

Editor THE NATIONAL PROVISIONER:

Kindly advise the present Board of Trade regulation in regard to saltage and drainage on S. P. jowls. What are the board's specifications for jowl pork?

Board of Trade provision covering saltage and drainage allowance is as follows:

"In the absence of a specific agreement between buyer and seller, the inspector shall sweep as many pieces as he may consider necessary. Such pieces shall be drawn of equal numbers, as nearly as possible from the top, center and bottom of the pile, and the percent-



Water Pockets in Franks

Many consumers judge frankfurters by their appearance. Water pockets make them less attractive and saleable. A packer who is experiencing this difficulty writes:

Editor THE NATIONAL PROVISIONER:

Retailers are complaining about appearance of our frankfurters. We have been having trouble with water pockets and have checked our methods but have been unable to uncover cause of pockets. Can you suggest a remedy?

There are several possible causes of water pockets in frankfurters. They are:

- 1—Short meat;
- 2—Use of more water than meats can absorb;
- 3—Water in the casings.

"Short" meat, in which binding quality is lacking, is frequently caused by failure to keep meat cold during grinding, mixing and stuffing operations, or by too long exposure to high temperatures after frankfurters leave stuffing bench. Knives and plates must be sharp or the meat will heat in cutting.

HOG CUTTING TEMPERATURES

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's latest book.

Canadian Style Bacon

Consumer demand for lean bacon has had a tendency to popularize the type of bacon made extensively in Canada, known in this country as "Canadian style" bacon.

This product is made from the loin rather than the belly, as in American bacon. It is stuffed either in beef bungs or bung-size cellulose casings and smoked. It may be frozen for a certain length of time before curing, or if fresh unfrozen loins are cured, smoking must be so done as to reach an inside temperature of 137 degs. in the stuffed product.

Instructions for making "Canadian style" bacon have been prepared by THE NATIONAL PROVISIONER and subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.
Please send me instructions on
"Canadian style" bacon.

Name.....

Street.....

City.....

Enclosed find 10c in stamps.

There should be no delay at the stuffing bench. Large stuffers should be emptied promptly, otherwise oleo or soft grease will be released from fats and pork and shortening will develop. If meats are sufficiently chilled at beginning of operations, fats and pork are less liable to break down and cause trouble.

Some meats, such as hearts, tripe, etc., do not have good binding qualities. They should be used only sparingly.

Over-curing has been suggested as another cause of poor binding quality. While many sausage manufacturers believe meats should be fully cured for frankfurters, some sausage makers think this can be carried too far. They advocate use of meat in frankfurters which has been cured from 24 to 48 hours.

If more water or ice is added to meat than it will absorb it has a tendency to gather in water pockets. Some sausage manufacturers use from 10 to 20 lbs. of water or ice per hundred pounds of meat. There is no iron-clad rule for adding water, however, just so desired consistency is secured in chopping and meat is not too dry or moist. Packers operating under federal inspection may not produce frankfurters which contain more than 10 per cent added water or moisture.

Casings used for frankfurters must be carefully stripped before they are stuffed. If water remains in casings it may collect at various points to form water pockets.

Meat Canning Problems

Aid to the meat packer and canning department executive seeking information on meat canning methods and processes.

Inquiries of this nature should be addressed to Canning Editor, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

VACUUM IN CANNED MEATS

A Southern packer desires to process sausage in oil and luncheon meat in cans without the use of a vacuum-closing machine. He writes:

Editor THE NATIONAL PROVISIONER:

We are seeking the proper way of preparing bologna in oil and luncheon meat in 6-lb. cans without the use of a vacuum machine. Any information you may give us will be much appreciated.

Bologna in Oil.—Two sizes of cans are used for sausage in oil—one with a capacity of 17 lbs. and the other holding 45 lbs. Regardless of size of can, methods of processing are the same. Cans are furnished with a ring containing an 8-in. opening double-seamed on top.

After smoking and cooking, the sausage is packed into the can and covered with cottonseed or corn oil, which has been heated to a temperature of 120 to 130 degs. F. Oil should fill can. Cap is then soldered on the can and can processed.

Sausage in oil is usually processed in a bath of hot water. U. S. inspection requirements are that this product must be heated to a temperature of at least 160 degs. F., and this temperature maintained in the can for at least 30 minutes. This requirement can be met by heating cans for 2 hours in an open vat of water at 200 degs. F.

After processing, the can is tipped slightly on its edge and a hole made in cover about one-half inch from high edge, to permit air to escape. Hole is soldered while oil is running out.

Luncheon Meat.—The common method of obtaining a vacuum in canned meats when a vacuum-closing machine or a vacuum ring is not available is by means of an exhaust box. This is a container into which steam is turned, and through which the open cans of meat are carried on a conveyor, the air in the can being replaced with steam. When the cans emerge from this box they are sealed immediately, whereupon the condensation of steam in the can produces a partial vacuum.

Whether or not the exhaust box produces sufficient vacuum in a tightly-packed can of meat is open to some question. In federal-inspected plants where canned luncheon meat is produced a vacuum-closing machine or a

ring generally is used. Under such circumstances the exhaust box does not meet government requirements.

New Vacuum Ruling.—While there has been little or no trouble with canned luncheon meat spoiling, a recent government regulation now requires a greater vacuum than formerly was applied on cans containing this product. This reads in part as follows:

"Cans of spiced hams, spiced lun-

MEAT Canning INFORMATION

Most meat canners today are turning out the best canned meats it is possible to produce. The result is that canned meat consumption is increasing, and increase is expected to continue.

Favorable response to quality products is not only encouraging some packers to increase canned meat production facilities and add to the canned meat line, but also to produce other canned foods in which meat may or may not be an ingredient.

THE NATIONAL PROVISIONER has published information on canning room layout and equipment and approximate costs for capacities of various sized plants—such as 14,400 cans per day, 28,800 cans per day and 57,600 cans per day—to assist the packer in his canning problems.

Dangers in meat canning without proper equipment and supervision are also outlined.

Subscribers may secure this information by filling out and sending in the following coupon, accompanied by 25c in stamps.

THE NATIONAL PROVISIONER:
Old Colony Building, Chicago, Ill.
Please send me the report on "Meat Canning."

Name

Street

City State

Enclosed find 25c in stamps.

cheon meat and like products canned without pressure cooking, are required to show external characteristics of sound cans. The cans shall not be over-filled and shall show definite evidence of vacuum. The two wide sides shall show a distinct concavity. The narrow side opposite the seam shall show at least a slight concavity. The seam side need not show concavity but shall not bulge. The tin shall not be slack or loose or yield readily to pressure. In short, the cans shall be readily recognizable by outward inspection as sound cans. The characteristics of a sound can shall not disappear when a test can is taken from the cooler and allowed to warm up to room temperature."

To obtain a vacuum sufficient to meet these requirements is not generally possible with vacuum equipment in use in meat plants. This regulation means, therefore, that in many instances new vacuum closing machines will have to be purchased. The required vacuum might be secured with vacuum can closing equipment in use by using a somewhat larger can so as to provide more head space between the top of the can and the top of the meat.

In this connection it should be understood that a vacuum or partial vacuum in a can has little or no effect in prevention of spoilage, its principal purpose being to retard discoloration, and as an indicator of wholesome meat—that is, an indicator of the absence of some types of spoilage. The principal reason for requiring a more complete vacuum on luncheon meat cans seems to be to emphasize lack of spoilage indications.

MEAT INSPECTION CHANGES

Recent changes in federal meat inspection are reported as follows:

Meat Inspection Granted—Armour and Company, Helena, Ark., and Lookout Oil & Refining Co.; Otoe Food Products Co., Nebraska City, Neb.

Meat Inspection Withdrawn—Armour and Company, 1050 Battery st., San Francisco, Cal.

Change of Name—Armour and Company and Jacob E. Decker & Sons and Morris & Co., Mason City, Ia., instead of Jacob E. Decker & Sons; Armour and Company and Wilson Provision Co. and Morris & Co., Peoria, Ill., instead of Wilson Provision Co.; South Kortright Packing Co., Inc., South Kortright, N. Y., instead of Lackawanna Packing Co.

SALES TREND IS UPWARD

Sixty-one major cities in the country had "good" sales in November, according to the current survey of the National Association of Credit Men. This is the greatest number of reports in this classification in over four years. "Good" collections were noted in 53 of the cities from which reports came.



*This nationally advertised
Keymark can be included
on your printed Patapar
wrappers at no extra cost.*

Holiday Turkeys Attract Attention in Gay Patapar Wrappers

NEW YORK, N. Y.—There has been keen enthusiasm among dealers about the way turkey shipments have been coming in for the holiday trade. As a result of better methods of packing, there has been noted a marked improvement in the condition of the birds on their arrival. There is less bruising, less spoilage, fewer complaints.

Most of the popular brands are shipped in crates lined with Patapar. This insoluble wrapping sheet gives perfect protection and assures the turkeys a safe arrival—fresh, shapely, appetizing!

Many shippers are giving their brand an extra sales appeal by using printed Patapar. Striking effects can be obtained by using bright colors, gay designs. For example, look at the photograph above showing a shipment of White Mountain Turkeys.

If you are interested in this modern method of packing turkeys, let us send you samples of Patapar and prices.

Patapar

THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

*Paterson Parchment Paper Company,
Bristol, Pennsylvania. Sales Branches:
74 Rincon Street, San Francisco, Cal.;
111 West Washington St., Chicago, Ill.;
120 Broadway, New York City*

*A page
for the*

Packer Salesman



What is a Meat Bargain?

Packer Salesmen Should Be Able to Educate Trade on Price and Value

PACKER salesmen today are facing the price argument, and must learn how to overcome it. Here is a frank letter on the subject from a packer salesman who does not blame his boss, but makes it a matter of the salesman educating the retailer.

He says:

Editor THE NATIONAL PROVISIONER:

Much as the packer salesman would like to "disregard competition" and "sell" his products, he cannot get away from the fact that price is today a dominant factor in meat sales.

Salesman and Dealer to Blame

He can talk "quality" and "resales" till he's black in the face, but if the retailer who stocks his brands can't turn them over in competition with products at a lower price, then the salesman simply is out of luck.

The present meat price situation is largely the fault of the salesman. He has been shortsighted. His anxiety to make sales today blinded him to the effects tomorrow. He has been unduly influenced by the wails of retailers, and has thereby aided in creating a situation with bad effects which may be felt in the industry for many years.

And, in turn, the retailer has been negligent in not attempting to offset a situation which, because of his close contact with consumers, he should have sensed. That the consumer is the primary cause of the present price situation cannot be denied. But the effect of reduced consumer purchasing power might have been controlled to a greater degree if the salesman had adopted the right tactics, and if retailers had exerted a little constructive effort instead of being unduly passive.

The consumer has been out to get full value for her food dollars. She has sought bargains.

What Is a Bargain?

But a bargain does not necessarily mean a low price per pound. Bacon at 35c lb., for example, may be a bargain. Spareribs at 20c lb. may be expensive meat. The consumer who pays 12c lb. for franks may or may not get a bargain. Another brand at 15c lb. might supply more food value.

Retailers could have turned consumers' ideas from low prices to bargains

had they desired to do so. And they would have been more inclined to do so had salesmen pointed out possibilities, and encouraged them to influence consumers to look for the greatest value instead of lowest price.

It may not be too late to "do something about it." In many localities there is evidence that consumers are still open-minded, and that they are beginning to realize, as a result of experience, that satisfactory products and the low price seldom go hand in hand. There always will be consumers who put low price above quality, but the great majority want to feel that, regardless of the price they pay, they have had their money's worth.

A dissatisfied customer—retailer or housewife—will not long be a customer. Packer salesmen surely appreciate this fact. Every retailer should do so. A retailer is rendering a service when he explains to a customer the difference between low price and values, and guides her to bargains regardless of price she pays.

And the packer salesman renders a service when he points out to retailers the difference between price and value, and encourages dealers to guide housewives' purchases constructively.

Yours truly,
PACKER SALESMAN.



HELPING THE DEALER SELL

Packer salesman can show retailer how to interest consumer in real "meat bargains."

IF—AND HOW

By Mary Jane Fuller.*

If—you can work when the broiling sun
Is a hundred in the shade—
and you aren't in the shade.

If—you can sell when your panting tongue
Is begging for a limeade, an orangeade
or a lemonade—
and you haven't even first aid.

If—you can hear with a cheerful grin—
"Na-aw, the boss ain't in"
"Na-aw, we don't need marthin'"
"Sa-ay, wat you mean sellin' this
for thirteen cents? For haf a cent less we
get it from your competitor."

If—without the high treason of cutting prices,
too, you can point out to them the reason
they should buy from you—and they do—

If—you can walk from car to store and back
again a thousand times or more until you've
called on every store—and wring success
from failure, courage from despair, and in-
stead of cussin' offer up a prayer—

If—in the face of a double-cross, play fair—

If—all around you others are cutting prices and
blaming it on you, and you can still stick to
the old price list and begin where less a
man is through—

If—when your head hits your pillow at night for
the allotted hours of rest, you can look the
cock-eyed world in the eye and say "I've
done my best."

If—you can do all these things, and when the
week is done show a good tonnage, a fair
profit, a battle won—then

You're not only a man, my son, you're that
particular brand known as a real Packing
House Man!

*From the Hormel "Squeal." Miss Fuller is a
Hormel employee at Montgomery, Ala.

CONFIDENCE AND SALES

The packer salesman with the ability to place himself on the other side of the counter—to apply his knowledge and experience to the retailer's practical needs—has an asset very much worth while in meat sales work.

Better results would be obtained by many more packer salesmen if they would interpret to the customer what handling their brands would mean in the way of better profits, increased turnover and greater consumer loyalty.

It's natural for the packer salesman to have sales at a profit in mind on each call, and there's nothing wrong in this. But confidence in large measure can't be built when this fact is perpetually evident. It comes when the retailer feels that his interests are being considered in at least equal measure with those of the packer. The salesman will be amply repaid for aid given to the dealer if the retailer's volume is increased.

WHICH will she choose?



THIS is still a free country. Shoppers buy what they like—and they have a special fondness for products that look *clean* and *appetizing*.

Eye-appeal plays a big part in creating larger sales of all food products. Naturally, the product must be good-looking—but the package is mighty important, too.

Foods in Cellophane transparent wrapping have the *eye-appeal* that wins profitable business. They get preferred counter display. And they just naturally attract *impulse purchases*.

Cellophane

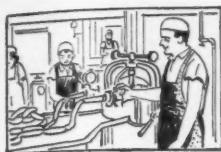
TRADE MARK

"Cellophane" is the registered trade-mark
of the Du Pont Cellophane Co., Inc.



USE THIS PACKAGE SERVICE

Our Field Representatives are at your service to help you improve your packaging. They can render much practical assistance. Just write: Du Pont Cellophane Company, Inc., Empire State Building, New York City.



*A Page
for the*

SAUSAGE Manufacturer



Sausage Merchandizing

What Is Needed to Put Business on Proper Basis in the U. S.

SOMETIMES an industry gets the defensive habit and stays in one spot too long.

Throwing back a curtain to reveal a possible 100 per cent increase in sausage consumption, a merchandising expert declares it is about time for sausage manufacturers to take the offensive and push forward beyond a merely satisfactory level. He writes:

Editor THE NATIONAL PROVISIONER:

Quality isn't the whole sausage story!

The sausage industry may make a consistently good product, but the pathway to its door won't turn into a bustling highway until it does a better job of merchandising than some of its food competitors.

An Example from Abroad

Do American sausage manufacturers believe that they have done their best in merchandising? Do they believe that the sausage saturation point is reached, and that consumption can only vary a few per cent above or below an imaginary line called an average?

If they feel such self-satisfaction they are wrong. Sausage consumption in Germany in 1933 amounted to about 1,540,000,000 lbs.—or 23.1 lbs. per person—equivalent to 21 per cent of the total meat consumed in the country. For several years American consumption of sausage has averaged only about 11 pounds per person, or from 6 to 8 per cent of total meat consumption. Germans ate about twice as much sausage as Americans in 1933.

Moreover, German sausage manufacturers deserve special commendation for their showing, because they haven't the materials to work with or the facilities for manufacturing and merchandising available in this country.

Why Germany Succeeds

There is no mystery regarding the German situation.

It exists because sausage in Germany is made in a wider variety, merchandised intelligently and maintained on a quality basis. Sausage makers take pride in the quality of the sausage they make, and in introducing new and different types continually that will attract consumers and stimulate their appetites. In all sections of the country sausage is displayed and merchandised intelligently.

Since frankfurters make up only 20

per cent of German sausage, and pork sausage is not manufactured extensively, it can be seen that German sausage makers give much attention to the larger specialties. It has been estimated that frankfurters make up 30 per cent of American production, and pork sausage is produced in considerable quantity.

It may be argued that to establish a similar situation in this country might have an adverse effect on meat consumption.

What's Wrong in This Country?

A little research, however, should convince the sausage industry that the consumption of sausage is not affected by customer preference for other meat products, but is constricted because of:

1. Inroads of other ready-to-serve foods more aggressively merchandised and more attractively packaged.
2. Ignorance on the part of the consuming public as to the nutritive and economical value of sausage.

3. Failure of manufacturers to merchandise sausage on a quality basis; to make a wider variety of specialty items to attract consumers; to utilize modern packaging and merchandising mediums more extensively.

Give Sausage Its Place

My main objective in bringing these facts to your attention is to emphasize the folly of the "dog-eat-dog" attitude



WHY LET OTHER FOODS WIN?

that persists throughout our industry, and to point out the possibility of creating a situation whereby the interests of every sausage manufacturer and every packer can be advanced by giving sausage its proper place in the sun.

Cheese, cereals and other food products have shown substantial increases in tonnage during the past few years, but except for a slight upward trend in 1933 and 1934, terminated by a 5 per cent decrease in the first six months of 1935, sausage consumption has not improved.

It does not take any wide stretch of the imagination to realize that the per capita consumption of sausage in the United States can be doubled in a short time by employing proper methods. Then there would be no necessity for price cutting or any of the other abuses which now prevail.

Yours truly,

SAUSAGE MANUFACTURER.

SAUSAGE THE YEAR 'ROUND

Many sausage items are seasonal because housewives do not know they make delicious dishes cooked alone or with other foods. They buy them for sandwiches and cold lunches and overlook their possibilities for regular meals.

Meat loaves, liver sausage, bologna, salami and other products may be prepared hot in many ways. They make unusually savory dishes fried and steamed, and are particularly well adapted for breakfast uses. Pointing out to retailers the possibilities of the various sausage products as cooked or warmed foods, and urging them to call housewives' attention to them as such, should help sausage manufacturers sell more sausage during the winter months.

MEANING OF "METTWURST"

Many names still used in the meat trade were brought to this country by pioneering butchers and sausage makers from Europe. Typical of these is "Mettwurst," about which a sausage manufacturer inquires:

Editor THE NATIONAL PROVISIONER:

Can you tell me the meaning of the word "Mettwurst" or "Mett?" We believe this means "meat" in low German, but some of the old butchers doubt this.

The word "wurst" is the German for sausage and "mett" for fresh lean meat. "Mettwurst," therefore, is a fresh lean meat sausage.



If His Suit Leaked

He's warm... snugly insulated by dry woolen garments. If his insulation became wet, the icy ocean water would chill him to the bone. Your insulation must likewise be kept dry to be efficient. While cork does not absorb moisture, it must be kept dry to give its full insulating properties. This is a matter of proper design and execution of the installation. Users of insulation for cold purposes, regardless of make, can profit by UNITED'S free consulting service. It covers design for stationary work, advice for equipment manufacturing that requires insulation and an inspection of existing insulation to determine its condition and efficiency. Avail yourself of this offer without any obligation whatsoever to you.

UNITED CORK COMPANIES

LYNDHURST, NEW JERSEY

Manufacturers and Erectors of Cork Insulation

SALES OFFICES AND WAREHOUSES: New York, Philadelphia, Boston, Baltimore, Chicago, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Indianapolis, Rock Island, Ill., Buffalo, Hartford, Conn., Taunton, Mass.

We are interested in receiving data on

Please have your nearest sales office communicate with us.

Name _____

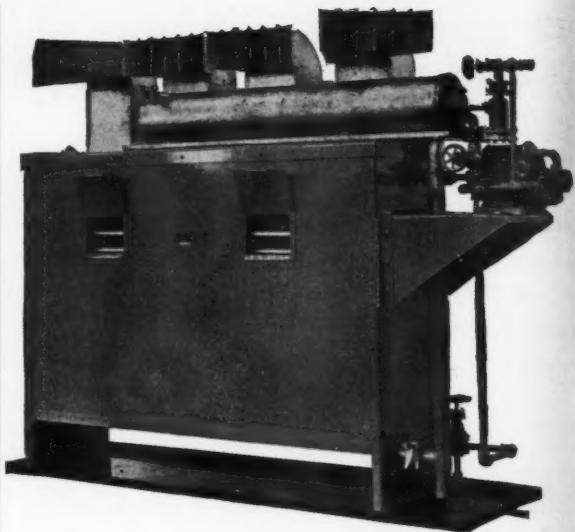
Firm _____

Address _____

City _____ State _____

NP 12

UNITED'S CORK-BOARD is 100% pure corkboard, made to U.S. Bureau of Standards' specifications.



VILTER MONO UNIT AIR CONDITIONERS



The meat packing plant, the sausage factory, the brewery, or provision and milk plants seeking efficient means of air conditioning already existing buildings may find a most practical and economical solution in the Vilter Mono-Unit.

This unit adapts itself ideally to any application where space is a factor, and can be installed at astonishingly low labor cost. It provides absolute uniformity of temperatures with desired velocity of air distribution.

The Mono-Unit embraces exclusive features of simplicity, efficiency and operating economy that are decidedly to the advantage of anyone faced with an industrial air conditioning problem.

Or, if you are considering air conditioning for human comfort, the same reliable engineering and products are available.

Write for detailed information.

THE **VILTER**
"SINCE 1887"

MANUFACTURING COMPANY
2118 South First Street
MILWAUKEE, WISCONSIN
REPRESENTATIVES IN PRINCIPAL CITIES



REFRIGERATION and Air Conditioning



Plant Cooling Notes

For the Meat Employees Who Is Interested in Refrigeration.

COLD STORAGE MEAT SHRINK

A Russian scientist pointed out recently that freezing and storing meat results in various physical and biochemical changes, one of which is loss in weight. This shrink is caused by dehydration of the surface, which also affects appearance of product so as to make it less appealing to the consumer.

The extent of dehydration is dependent on such factors as temperature and relative humidity of the air, rate and method of its circulation, methods of refrigerating, quality and condition of product, chemical composition, method of packing, kind of packaging material and length of chilling, freezing and storage periods.

To reduce loss in weight in products during chilling, freezing and storage it is important to know the extent to which the loss is influenced by the above-mentioned factors and also their inter-relation. The number of these factors make it quite difficult to make a thorough study, and for this reason there is no information available that would give all the answers to this problem.

Results obtained with experiments on frozen product at the Leningrad Technological Laboratory were given. Product under observation was kept in five different cold storages. Temperatures were set and fixed throughout the tests. Variations in weight were observed on a number of foodstuffs, including 79,000 lbs. of meat.

The variation of temperature and of relative humidity in these rooms was within the usual limits. In rooms where frozen product was stored temperature varied between 17 degs. Fahr. and 12 degs. Fahr., the relative humidity between 85 and 95 per cent, air was recirculated from four to six times per hour, and replaced by the new air at a rate of from zero to two times in twenty-four hours.

In rooms where cooled product was stored the temperature varied between 35 degs. Fahr. and 30 degs. Fahr., relative humidity between 80 and 95 per cent, circulation of air from four to six times per hour and replacement of air from one to four times in 24 hours.

Loss in weight during 48 hours of chilling of beef carcasses was found to be from 1.8 to 2.1 per cent depending on the quality of the beef. The temperature varied from 32 degs. to 35

Per Cent Loss in Weight of Meat in Storage

No. of Months	One	Two	Three	Four	Five	Six
Beef	0.6-0.9	1.0-1.7	1.3-2.4	1.6-2.9	1.8-3.3	1.9-3.7
Mutton	0.8-0.9	1.3-1.6	1.7-2.2	2.0-2.7	2.3-3.1	2.5-3.0

These results compare closely with those obtained by Graf.

Fore quarter	0.5	1.4	2.0	3.0
Hind quarter	0.5	0.7	1.0	1.7
Mutton	0.7	1.0	1.5	2.6

Kallert gives the following figures from a Hamburg Cold Storage.

Fore quarter	0.7	1.0	2.0	2.7
Hind quarter	1.1		1.4	1.5

degs. Fahr., and the relative humidity between 82 to 90 per cent. In the chilling of mutton the loss was found to vary from 2.0 to 2.2 per cent in 24 hours.

Loss in weight in freezing of beef carcasses varied from 1.2 to 1.7 per cent. Temperature of freezer varied

between .4 degs. Fahr. to 5 degs. Fahr., relative humidity — 86-90 per cent and the freezing time was from two to three days. In this time the temperature of the carcasses was lowered from 35 degs. and 50 degs. to 17 degs. Mutton showed the loss of 1.8 to 2.2 per cent in weight during freezing.

AIR CONDITIONING

- **What it is**
- **Why it is needed**
- **Where it should be used**

in the MEAT PLANT

A clear statement by a recognized authority about this newest development for saving and improving product in the packing and sausage plant.

Describes methods and gives temperatures and humidities for each department of the plant.

Fill out and return the coupon if you want a copy.

THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.
Please send me copy of "AIR CONDITIONING IN THE MEAT PLANT."

Name.....

Company.....

Street.....

City.....

Enclosed find 50¢ in stamps.

MEAT SHOW WELL INSULATED

Success of the meat exhibit at the recent International Livestock Exposition was due in large measure to United Cork Companies, which furnished the six large refrigerators housing the exhibit. These were of a size to make unusual display possible, and were so insulated and refrigerated as to keep not only the meats in perfect condition, but the models of the five little pigs which were made of lard, and "Snookums," the steer model, made of oleomargarine.

REFRIGERATION NOTES

Omaha Cold Storage Co., Omaha, Neb., has increased storage capacity by adding 110 ft. by 154 ft. building to plant.

Hedge and Spiry have opened meat cutting and storing business near Spencer, Ia.

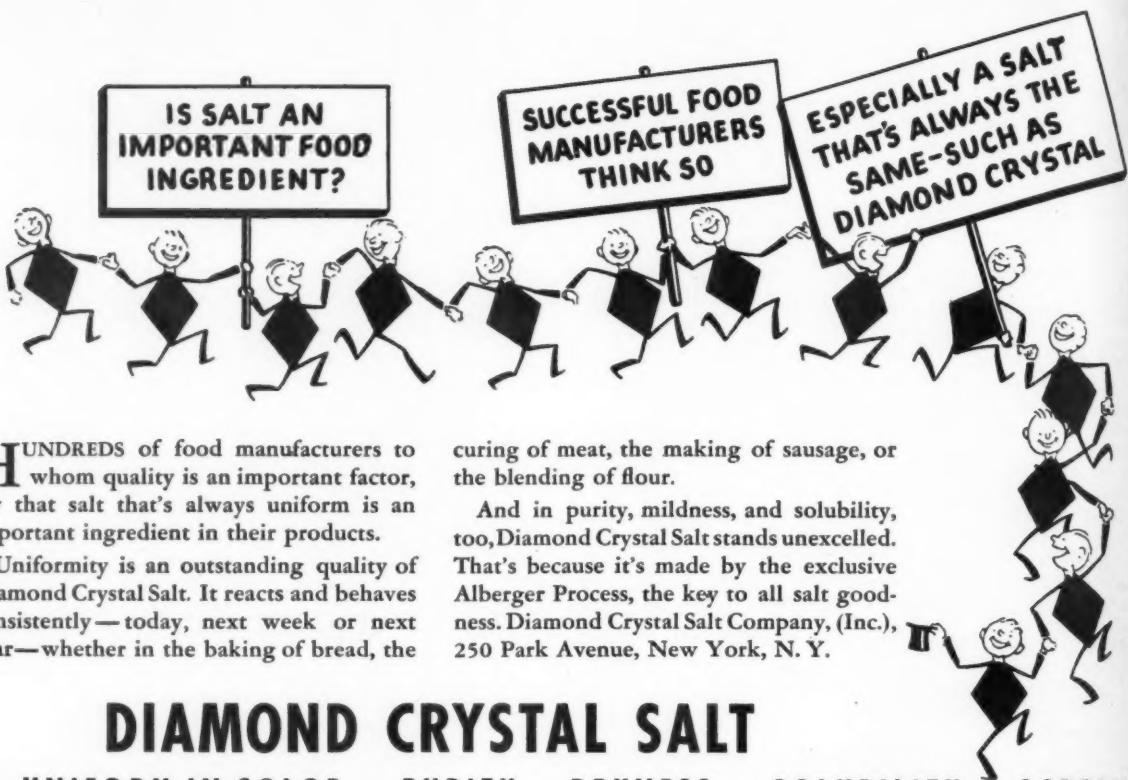
W. J. Risinger has built meat curing and cold storage plant, Camden, Ark.

Cold storage plant will be built with government funds, Copiah County, Miss. Estimated cost, \$30,000.

Local ice plant, Roxboro, N. C., Wallace W. Woods, manager, has added meat curing and storing department.

Halstead Ice Co., Halstead, Kans., has completed work on cold storage department.

Sterling Packing & Provision Co., Sterling, Colo., is erecting cold storage plant to add to present capacity and also provide cold storage lockers for public use.



HUNDREDS of food manufacturers to whom quality is an important factor, say that salt that's always uniform is an important ingredient in their products.

Uniformity is an outstanding quality of Diamond Crystal Salt. It reacts and behaves consistently—today, next week or next year—whether in the baking of bread, the

curing of meat, the making of sausage, or the blending of flour.

And in purity, mildness, and solubility, too, Diamond Crystal Salt stands unexcelled. That's because it's made by the exclusive Alberger Process, the key to all salt goodness. Diamond Crystal Salt Company, (Inc.), 250 Park Avenue, New York, N. Y.

DIAMOND CRYSTAL SALT

UNIFORM IN COLOR... PURITY... DRYNESS... SOLUBILITY... SCREEN ANALYSIS... CHEMICAL ANALYSIS... CHARACTER OF FLAKE

"Our doors and hinges are still in perfect condition after seven years' use, which we consider a remarkable performance. When equipped with new latches and gaskets, we believe they will be good for another seven years."

We take pleasure in giving you an unsolicited report on these doors, as our experience with a competitive make is entirely to the contrary."

Concord Electric, Ice and Fuel Co.,
Concord, N. H.

JAMISON-BUILT DOORS pass with flying colors the tests of long wear, operating efficiency, and economy.

How is your plant equipped?

Send for Bulletin

JAMISON
COLD STORAGE DOOR CO.

Jamison, Stevenson & Victor Doors
HAGERSTOWN, MD. U. S. A.
Branches in Principal Cities

Jamison-
BUILT DOORS
FOR COLD STORAGE

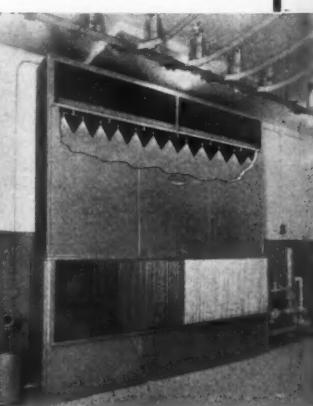


Stevenson Super-Freezer
Door (overlap type) — for
lowest temperatures

POSITIVE *ColdStream* AIR DISTRIBUTION

• Baker ColdStream Brine Spray Units cut shrinkage losses by circulating a gentle, positive stream of cold, correctly humidified air to storage, chill rooms and sausage rooms. Available in forced draft and gravity flow types—a complete range of sizes and capacities. Consult Baker engineers without obligation, or write BAKER ICE MACHINE CO., Inc., 1518 Evans St., Omaha, Nebr.

Sales and Service
Everywhere.



BAKER BRINE SPRAY UNITS

Rail and Truck Traffic

News and Information for Packer Transportation Departments

FREIGHT RATE HEARINGS

Third of the series of hearings on livestock and meat rates opened in Chicago on Monday, December 9, before Examiner Worthington, of the Interstate Commerce Commission. This series includes:

1—Docket 26717, complaint of Chicago Live Stock Exchange vs. Abilene & Southern Ry. Co., et al.

2—Docket 26935, complaint of Agar Packing & Provision Co. vs. Alton R. R. Co., et al.

3—Dockets 27018, 27149, 27216 and 27228, which are substantially similar in that they allege that the present rates on stocks and feeder animals are unjustly discriminatory against public markets, and unduly preferential of non-market points.

The principal case was docket 26717 of the Chicago Live Stock Exchange. Briefly this complaint alleges: 1—That all livestock rates to Chicago are unjust and unreasonable in violation of section 1; 2—That meat rates to Chicago and through Chicago, lower than livestock rates, discriminate against livestock rates to Chicago in violation of section 3; 3—That livestock rates from West to East around the Union Stockyards, lower than the rates through the yards, are preferential in violation of sections 2 and 3.

Both Western and Eastern carriers were represented by numerous attorneys, and both traffic and operating witnesses. Wide interest was shown by interior Iowa and Southern Minnesota packers, the large concerns, River markets and others. Numerous petitions of intervention were filed. These included American National Live Stock Association; Armour and Company; Chicago Producers Commission Associates; Cudahy Packing Co.; interior Iowa and Minnesota packers; Kansas City market and Chamber of Commerce; Kohrs Packing Co., Davenport, Ia.; National Live Stock Marketing Association; National Wool Growers' Association; Omaha and Sioux City markets and Chambers of Commerce; St. Louis Meat Packers' Association; Swift & Company, and Wilson & Company.

H. R. Park, traffic manager, Chicago Live Stock Exchange, was to be the first witness. He covered in detail the handling of livestock at Chicago and other markets in an effort to show that conditions were favorable to Chicago. He introduced a large planographed exhibit, consisting of 31 pages of maps, graphs and statistical tables which covered almost every conceivable phase of

the livestock and meat industry, on which traffic had a bearing.

New Rate Plan

In this exhibit Mr. Park made public for the first time in exhibit form a plan for "reshipping rates." This is not wholly new, and had been discussed on numerous occasions by packer groups seeking a satisfactory solution of the endless litigation between various sections of the country.

Without going into detail, the plan would permit Eastern packers to come into the market at Chicago, buy their livestock and move it East at the balance of the through rate instead of the higher local rate. Although Mr. Park did not go into detail on the meat rate idea of the plan, it contemplates that a similar plan would apply on meat derived from livestock and reshipped as meat products.

In effect, it would give the livestock and packing industry a "transit system" such as has long been enjoyed by grain and milling interests, and packers—East, West, North, South and Central—would be on as near an exact parity as it would be possible to devise.

Generally speaking, the large packers made no objection to the reduction of livestock rates to Chicago, but did oppose any attempt to increase their present meat rates. There was packer opposition to any reduction in the livestock rates East of Chicago without a corresponding reduction in meat rates.

The hearing had not been finished when adjournment was announced to December 14. Several witnesses remained to be heard, beginning Monday, December 16.

At the conclusion of the hearings in dockets 26717 and 26935 the Commission will hear evidence on the complaint of the large packers in the cases which claim refunds on their meat shipments to the East due to a lower combination of rates made on Godfrey, Ill. Docket 26935 is similar to docket 26717 in respect to livestock rates to Chicago and St. Louis-East St. Louis. The four dockets on stocker and feeder rates will follow and will be heard next week.

FLORIDA CHAIN TAX UPHELD

Florida's chain store tax law was upheld in part by the state's supreme court in a recent decision. Constitutional portions included levying of an occupational tax of from \$10 to \$400 on from one store to a unit of 16 or more and a one-half of 1 per cent levy on gross receipts of all stores. The court held a provision calling for a graduated tax scale on gross receipts of from one-half of 1 per cent to 5 per cent was unequal and unfair taxation. The case will probably be appealed to the U. S. Supreme Court.

It is reported that some national chain store systems, apprehensive over growth of state chain store tax legisla-

tion, are beginning to insert clauses in leases giving them privilege of cancellation in case tax legislation makes it impossible for them to operate at a profit.

FINANCIAL NOTES

A quarterly dividend of 75 cents and a special \$1.00 dividend have been declared by Jewel Tea Co. The first is payable January 15 to stockholders of record January 2, and the latter is payable December 23 to stockholders of December 14.

National Tea Co. has declared a quarterly dividend of 15 cents, payable January 2 on stock of record on December 13.

Safeway Stores has declared a dividend of 50 cents, payable January 1 to stockholders of record on December 19.

A quarterly dividend of \$2.00 has been declared on 8 per cent preferred stock of Procter & Gamble, payable January 15 to stockholders of record December 24.

CHAIN STORE SALES

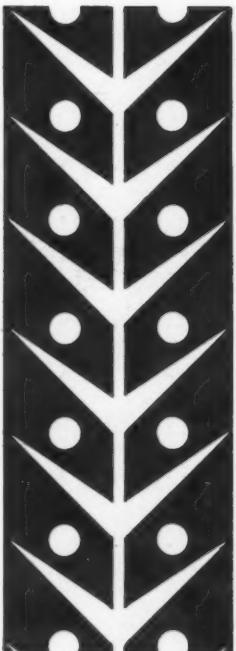
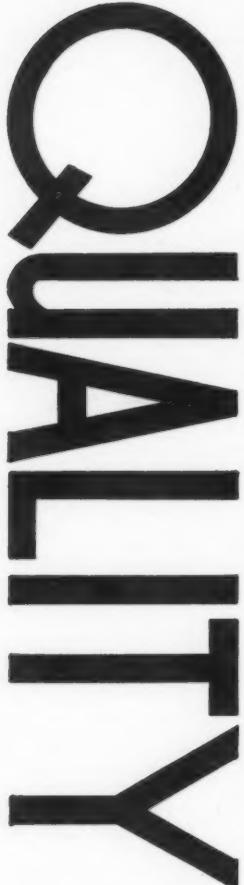
Kroger Grocery and Baking Co. reports sales of \$209,869,988 for the first 48 weeks of 1935, an increase of \$7,266,080 or 4 per cent over 1934 dollar volume for the same period. Sales during the 4 weeks ended November 30 totaled \$17,349,491 against \$17,068,029 in the corresponding 1934 period.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, December 11, 1935, or nearest previous date:

	Sales.	High.	Low.	Clos.—
	Dec. 11.	—Dec. 11.	Dec. 11.	Dec. 11.
Amal. Leather..	9,900	4 1/4	4 1/2	4 1/4
Do. Pfd.	700	40	40	38 1/2
Amer. H. & L. 12,000	6 1/4	6	6 1/4	6 1/2
Do. Pfd.	800	37 1/2	37 1/2	37 1/2
Amer. Stores... 1,400	35 1/2	35 1/2	35 1/2	35
Armour Ill.... 18,600	5	4 1/2	5	5
Do. Pr. Pfd. 4,300	66 1/2	66 1/2	66 1/2	67 1/2
Do. Del. Pfd. 1,200	109	109	109	107 1/2
Bethelk. Pack. 1,200	85	85	85	85
Bohlock. H. C. 50	7	7	7	8
Do. Pfd.	30	43	43	43
Chick. Co. Oil. 31,200	31 1/2	30	31 1/2	27
Childs Co. ... 9,800	8 1/2	7 1/2	7 1/2	9
Cudahy Pack. 1,700	41	40 1/2	41	41 1/2
First Nat. Strs. 6,300	47 1/2	46 1/2	46 1/2	47 1/2
Gen. Foods... 16,800	32 1/2	32 1/2	32 1/2	33
Gobel Co. 6,900	3 1/2	3 1/2	3 1/2	3 1/2
Gr.A. & P.1st Pfd. 120	128	128	128	128
Do. New. 500	130	130	130	130 1/2
Hormel. G. A. ....	...	...	...	11 1/2
Hygrade Food. 3,100	2 1/2	2 1/2	2 1/2	2 1/2
Kroger Groc. B. 11,000	27	26 1/2	27 1/2	26 1/2
Libby McNeill. 7,000	9 1/2	9 1/2	9 1/2	9 1/2
Mickelberry Co. 550	2	2	2	2
M. & H. Pfd. 220	3 1/2	3 1/2	3 1/2	4 1/2
Morrell. & Co. 1,900	44	44	44	48
Nat. Leather... 1,000	1 1/2	1 1/2	1 1/2	1 1/2
Nat. Tea. 4,000	9 1/2	9 1/2	9 1/2	9 1/2
Proc. & Gamb. 6,200	46 1/2	46 1/2	46 1/2	46 1/2
Do. Pr. Pfd. 120	119 1/2	119 1/2	119 1/2	120
Rath Pack. ....	...	...	...	23 1/2
Safeway Strs. 9,200	35 1/2	34 1/2	35 1/2	33 1/2
Do. 6% Pfd. 320	108 1/2	108 1/2	108 1/2	107 1/2
Do. 7% Pfd. 370	112 1/2	112 1/2	112 1/2	110
Stolt. Mfg. ....	...	...	...	1 1/2
Swift & Co. 16,350	20 1/2	18 1/2	20 1/2	20
Do. Int'l. 9,500	33 1/2	33	33 1/2	33 1/2
Truns. Pork. ....	...	...	...	6 1/2
U. S. Leather. 500	8 1/2	8 1/2	8 1/2	8 1/2
Do. A. 4,800	14 1/2	14 1/2	14 1/2	15
Do. Pr. Pfd. 300	71	70 1/2	71	70
Wesson Oil. 5,800	48	47	47	50
Do. Pfd. 700	83 1/2	83 1/2	83 1/2	82 1/2
Wilson & Co. 25,700	8 1/2	8 1/2	8 1/2	8 1/2
Do. Pfd. 2,000	78	78	78	76

*Or last previous date.



Has it ever occurred to you that those firms which have come through the past five years in the best condition have almost invariably been those who are sticklers, first, last and always, for Quality?

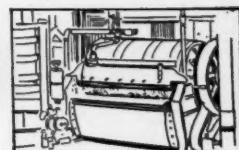
The problems of management - long hours of work and worry to keep plants running and men busy - have been easier when Quality has been kept at a high peak. It is a priceless virtue. Storms have not shaken, or much diminished, the Quality-minded house.

KALAMAZOO VEGETABLE PARCHMENT COMPANY
PARCHMENT **(KALAMAZOO COUNTY)** **MICHIGAN**

LARD	14.5	14.2
BELLYES	11.5	11.2
HAMS	2.5	2.2
LOINS	1.5	1.2
BUTTS	1.5	1.2

Provisions and Lard

Weekly Market Review



Trade Moderate—Prices About Steady—Hog Run Larger—Hogs Easier—Cash Trade Fair—Washington Developments Awaited.

Market for hog products covered narrow limits the past week, particularly lard futures, and showed little net change. Commission houses were on one side and then on the other, while packinghouse operations were mixed. Around mid-week packers were on the buying side of lard.

Operations were moderate, the result of an easier tone in hogs, some pickup in hog run, and uncertainties over possible processing tax developments. Cash trade was on a satisfactory scale and small stocks of product prevented larger price declines.

Easier markets failed to bring about any enlargement in outside buying power, owing to unsettled outside markets, and new uncertainties created by a sharp slump in silver values. As far as provisions were concerned, the monetary developments caused only a flurry of unsettlement. Export trade in hog products is light, nor is there any prospect of much enlargement in foreign takings in the near future.

The speculative element was more inclined to even up for the time being. Steadiness in cotton oil, owing to a further reduction in cotton crop estimates, attracted some attention in lard circles, as the probable oil crush was reduced correspondingly.

Receipts of hogs at Western packing points the past week were 371,000 head. The run was somewhat larger than the previous week when arrivals totaled 247,000 head, but considerably smaller than the same week last year, when the receipts amounted to 672,200 head.

Average price of hogs at Chicago at outset of week was 9.85c, against 9.80c the previous week, 5.65c a year ago, 3.50c two years ago and 3.10c three years ago.

Top price of hogs at Chicago at mid-week was 9.75c, compared with 9.90c the same time the previous week. The previous week's high was 10c.

Average weight of hogs received at Chicago last week was 229 lbs., against 231 lbs. the previous week, 216 lbs. the same week last year, and 229 lbs. two years ago.

Exports of hams and shoulders for

the week were 570,000 lbs., against 970,000 lbs. last year; bacon, 247,000 lbs., against 638,000 lbs.; pickled pork, 161,000 lbs., against 69,000 lbs. last year.

PORK—Demand was fair at New York but the market was easier. Mess was quoted at \$37.37½ per barrel; family, \$37.37½ per barrel; fat backs, \$35.37½@38.37½ per barrel.

LARD—Demand was fair at New York and the market about steady. Prime western was quoted at 12.05@12.15c; middle western, 12.05@12.15c; city, 11½@12c for tierces, and 12%@13c for tubs; refined Continent, 13½@13½c; South America, 13½@13½c; Brazil kegs 13½@13½c; compound car lots, 12½c; smaller lots, at 13c.

At Chicago, regular lard in round lots was quoted at 12½c over December; loose lard, 50c under December; leaf lard, December price.

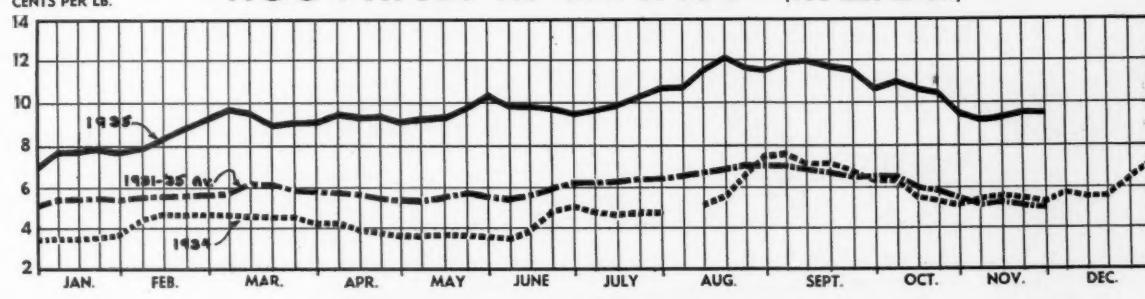
(See page 38 for later markets.)

BEEF—Demand was fair at New York and the market was firm. Mess was nominal; packer, nominal; family, \$23.50 barrel; extra India mess, nominal.

CENTS PER LB.

HOG PRICES AT CHICAGO

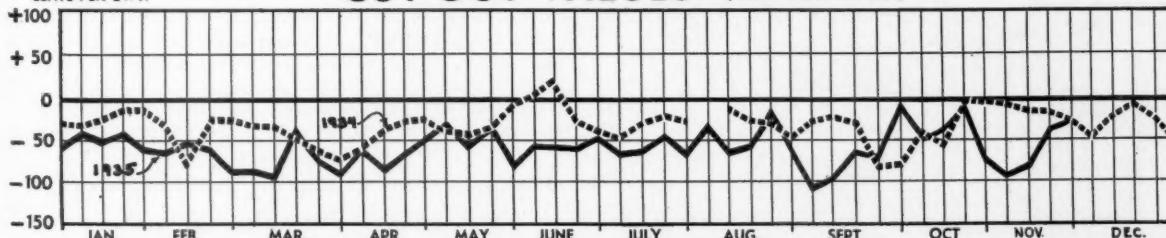
(180-220 lb. av.)



CENTS PER CWT.

CUT-OUT VALUES

(180-220 lb. av.)



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show trend of hog prices during first 11 months of 1935, compared with 1934 and the 5-year average, and hog cut-out values for the same period compared with first 11 months of 1934.

Hog prices at Chicago during the second week in November reached the lowest point since May but subsequently recovered some of the loss. Cut-out losses increased when hog prices declined and were reduced when hog prices improved, owing to fluctuation in value of products. (See page 29 for this week's cut-out results.)



Increase LOAF SALES

ADELmann STUFFER shown enables placing of a Visking Casing around a loaf after cooking. Better keeping qualities, improved appearance, and permanent identification assured. Casing adheres to surface of loaf preventing mold or slime between wrapper and contents.

Made of stainless steel with cast aluminum base. Handles products of DIG and DIS Luxury Loaf Containers. List price \$12.50.

Purchases of Adelmann Ham Boilers or equipment may be financed in amounts up to \$2000 for periods as long as three years, under the Modernization Credit Plan of the Federal Housing Administration. Ask for details today!

HAM BOILER CORPORATION

OFFICE AND FACTORY: PORT CHESTER, N. Y.

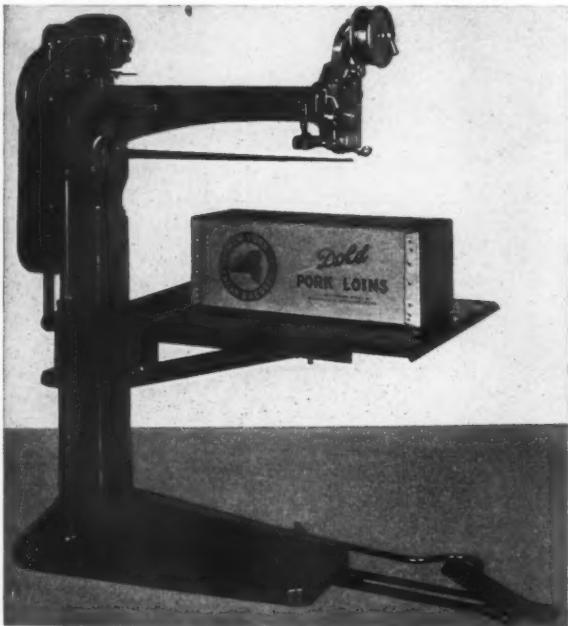
CHICAGO OFFICE: 332 S. MICHIGAN AVE.

EUROPEAN REPRESENTATIVES: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—AUSTRALIAN AND NEW ZEALAND REPRESENTATIVES: Gollin & Co., Pty. Ltd., Offices in Principal Cities—CANADIAN REPRESENTATIVE: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.



The BLISS Power Lift Top Stitcher

Will Stitch More Boxes per Day at Lower Cost



Its almost entirely automatic operation enables your operator to stitch many more containers per day than can be stitched on older types of Top Stitchers.

Heavy containers can be raised and stitched as rapidly and easily as lighter containers, and with less fatigue to the operator, because the work table is operated by power.

Table automatically stops at right position for stitching the container, a great time saver.

Table can be adjusted to height of your conveyor or trucks for transferring containers without lifting. Saves damaging of containers before they are sealed.

One motor operates power lift and stitcher.

Equipped with BLISS Heavy-Duty Stitcher Head—the fastest, strongest and most durable Stitcher Head built.

Let us tell you further how this new Top Stitcher will increase your production and lower stitching costs.

Dexter Folder Company

28 West 23rd Street, New York, N. Y.

Bliss, Latham and Boston Wire Stitching
Machinery for All Types of Fibre Containers

CHICAGO 117 W. Harrison St. 185 Summer St.	BOSTON 2082 Ry. Ex. Bldg.	ST. LOUIS
PHILADELPHIA 5th & Chestnut Sts. 1931 E. 61st St.	CLEVELAND SAN FRANCISCO- LOS ANGELES-SEATTLE	Harry W. Brintnall Co.

Meat and Lard Stocks

FOR the first time in many months stocks of meat in storage in the United States on December 1, 1935, showed a gain. Increase is in beef, pork, lamb and mutton. Beef stocks for the month gained 25,594,000 lbs.; pork, 12,264,000 lbs.; lamb and mutton, 697,000 lbs. Beef in storage now totals 91,040,000 lbs., compared to 65,464,000 lbs. a month earlier, and a 5-year December 1 average of 70,308,000 lbs. Pork stocks on December 1 totaled 252,827,000 lbs. A month earlier they totaled 240,663,000 lbs. Five-year December 1 pork average is 462,708,000 lbs.

Lard stocks declined 3,172,000 lbs. during November. Inasmuch as hog quality has improved considerably, runs have increased and there has been no pick-up in sales abroad, it seems reasonable to assume that lard consumption is at a somewhat better rate. Lard stocks are now 27,685,000 lbs. under the December 1 5-year average.

Stocks of meat and lard on hand in the United States on December 1, 1935, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Dec. 1, '35	Nov. 1, '35	5-Year Av.
	lbs.	lbs.	lbs.
Beef, frozen	71,591,000	49,836,000	52,780,000
In cure	15,067,000	11,536,000	12,090,000
Cured	4,882,000	4,042,000	5,438,000
Pork, frozen	36,123,000	37,693,000	39,776,000
D.S. in cure	20,119,000	17,617,000	34,247,000
D.S. cured	10,714,000	11,024,000	25,260,000
S.P. in cure	124,146,000	109,517,000	186,127,000
S.P. cured	61,825,000	64,812,000	127,296,000
Lamb and Mutton, frozen	2,665,000	1,968,000	3,418,000

Frozen & Cured			
Trim'gs, etc.	63,271,000	53,497,000	65,694,000
Lard	37,530,000	40,702,000	63,215,000
Product placed in cure during:	Nov. 1935	Nov. 1934	
Beef frozen	38,533,000	44,785,000	
Beef placed in cure	10,058,000	9,781,000	
Pork frozen	26,668,000	35,103,000	
D.S. pork placed in cure	35,064,000	46,826,000	
S.P. pork placed in cure	112,704,000	172,279,000	
Lamb & Mutton frozen	1,081,000	1,394,000	

NOTE: Meats from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.

LARD MOVEMENT

Lard production in October was placed at 48,000,000 lbs., against 89,000,000 lbs. in October, 1934. Production for the 10 months this year has been 529,642,000 lbs., against 1,121,700,000 lbs. the same time in 1934.

Lard consumption in October was placed at 50,000,000 lbs., against 84,000,000 lbs. in October, 1934. For the 10 months this year consumption has totaled 525,097,000 lbs., against 751,164,000 lbs. the same time last year.

Lard exports for the week ended November 30 were 922,000 lbs., against 3,411,000 lbs. the same week last year. Exports of lard from January 1 to November 30 have totaled 87,426,000 lbs., against 418,596,000 lbs. the same time in 1934.

LARD AND GREASE EXPORTS

Exports of lard from New York City, Dec. 1, 1935, to Dec. 11, 1935, totaled 292,577 lbs.; greases, 168,000 lbs.; stearine, 49,600 lbs.

Hog Cut-Out Results

HOG cut-out losses for the first four days of the current week show little change from those of the corresponding period a week earlier. Hog cost to packers was less, but hog products were not worth as much, gain in one direction being approximately offset by loss in the other.

Hog market was steady the first two days of the week, average price standing at \$9.85. Pronounced weakness developed on Wednesday and Thursday, however, due to increased marketings, and average price for these two days stood at \$9.60. Quality continued to improve, so much so that cutting percentages used in the following short form hog test have been raised to 69.50, 70.50 and 71.50 respectively.

Increase in hog marketings and lower hog prices made for much caution on the part of pork product buyers. Bids were made hesitatingly and only at considerably under the market. Weakness was particularly apparent Thursday and applied to practically all cuts. Losses of $\frac{1}{4}$ c lb. were common. Loins were down 1c.

The following test is worked out on the basis of live hog costs and green product values at Chicago for the first four days of the current week, average costs and credits being used. Packers should bear in mind that these costs and values apply to Chicago only. In other sections of the country local costs and credits should be substituted for those shown here.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	14.00	19 3/4	\$ 2.77	13.70	19 3/4	\$ 2.70	13.30	19 3/4	\$ 2.63
Picnics.....	5.60	15 1/2	.88	5.30	15 1/2	.81	5.00	14 1/2	.73
Boston butts.....	4.00	17 1/2	.69	4.00	17 1/2	.69	4.00	17 1/2	.69
Loins (blade in).....	9.80	19 1/2	1.87	9.50	18 1/2	1.78	9.00	17 1/2	1.58
Bellies, S. P.....	11.00	22.0	2.42	8.70	21 1/2	1.84	3.50	20 1/2	.73
Bellies, D. S.....	....	....	....	3.00	18 1/2	.54	9.00	18.0	1.62
Fat backs.....	2.00	11.0	.22	4.00	12 1/2	.50	5.00	15%	.77
Plates and jowls.....	2.50	11 1/2	.29	2.50	11 1/2	.29	3.30	11 1/2	.38
Raw leaf.....	2.00	12.0	.24	2.10	12.0	.25	2.20	12.0	.26
P. S. lard, rend. wt.....	12.10	12 1/2	1.51	11.40	12 1/2	1.43	11.00	12 1/2	1.38
Spareribs.....	1.50	14 1/2	.22	1.50	14 1/2	.22	1.50	14 1/2	.22
Trimmings.....	3.00	12 1/2	.36	2.80	12 1/2	.34	2.70	12 1/2	.33
Feet, tails, neckbones.....	2.00	....	.11	2.00	....	.11	2.00	....	.11
Offal and misc.....	....	....	.40	....	....	.40	....	....	.40
TOTAL YIELD AND VALUE.....	69.50		\$11.98	70.50		\$11.90	71.50		\$11.83
Cost of hogs per cwt.....			\$ 9.71			\$ 9.74			\$ 9.73
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.58			.52			.49
Processing tax.....			2.25			2.25			2.25
TOTAL COST PER CWT. ALIVE.....			\$12.59			\$12.56			\$12.52
TOTAL VALUE.....			11.98			11.90			11.83
Loss per cwt.....			\$.61			\$.66			\$.69
Loss per hog.....			\$ 1.22			\$ 1.58			\$ 1.93

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BY RAIL, WATER
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SPECIAL
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M. KALAMAZOO, MICHIGAN



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- DRY AND PARAFFINED
- ★ PAPER PAILS
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- ★ PICNIC AND LUNCHEON PLATES
- ★ COUNTER DISPLAY CONTAINERS

**Mr. Packer—
Mr. Sausage Maker:**

**Let Us All Join Together
and Destroy the Molds, Yeast, and
Souring Bacteria which Constantly
Infest Your Plant.**

Sterilization of machinery and equipment is most important. The walls and ceilings of your work rooms must be clean and sweet.

Each falling drop contains souring bacteria and mold spores that may cause you serious loss. "An ounce of prevention is worth a pound of cure." You can destroy molds, yeasts, and souring bacteria.

"USE ERADO"

Deodorize—disinfect—and clean—while killing molds and bacteria—wash—scrub—spray.

ERADO makes easy the job of keeping your equipment, coolers and curing cellars free from mold and bacterial contamination.

Ordinary cleaning is not enough. Use a settling tank for an ever ready supply of liquid.



This ERADO Settling Tank is ready to be filled. Let it settle for an hour. The 5-gallon copper tank with spray pump to the right is now ready to be filled.

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E R A D O**

THE SAFE, EFFICIENT GERMICIDE FOR
FOOD FACTORIES

A DRY POWDER — SODIUM HYPOCHLORIDE
WHEN IN SOLUTION

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- We offer the facilities of our Packaging Service. Our engineers are specialists in packaging.



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Guessing at what make Knife or Plate to use is costly. Especially today, when important economies must be effected in your plant.

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New York, N.Y.



DUZ-MORE

KNIFE



MORE MONEY FOR LARD

(Continued from page 15.)

nor in the advertising will the word "lard" be used. The product will be advertised extensively, and will sell at a price sufficiently above production costs to leave a fair profit.

Packer Offering New Product

John Morrell & Co., Ottumwa, Ia., has developed a new shortening which will be placed on the market in December. Its composition has not been made known, other than that a large percentage of lard is used.

The product is described as possessing all the advantages of lard and vegetable shortenings, and none of their disadvantages. It has high shortening value, and therefore is economical to use. It creams quickly, does not crumble, stays moist and does not smoke as quickly as vegetable shortenings, nor within 100 degrees of lard.

This new shortening, to which the name "Prido" has been given, will be placed on the market with a money-back guarantee. It will be introduced first in four cities—Minneapolis, St. Paul, Chicago and Camden, N. J.—to the accompaniment of radio, newspaper, magazine and trade paper advertising. Publicity will offer recipe books in exchange for coupons. Counter display signs, of which there will be four types, have been planned to get consumer attention at point of sale.

"Prido" will be marketed in a smart can, with a color combination of blue, white and silver. This container has high visibility when used in counter displays, and its striking appearance should make it a tempting article to consumers.

Intelligent Competition

Other packers are known to be preparing to get more money for their lard than generally is available for this product as such. Some of them also are arranging to market a high quality lard as "shortening" under a trade name. Others are experimenting with a shortening composed largely of lard, to which has been added other fats.

All of these efforts seem to be in the right direction. For, after all, the housewife is not interested as much in what a shortening is composed of—as long as she knows the ingredients are pure and wholesome and processed under sanitary conditions—as in what it will do for her in her kitchen.

The meat packer can produce a shortening product, whether it be pure lard or a combination of lard with other fats, that will do all that the housewife requires of it, and offer it for sale at no higher price than she is now paying for products with less shortening value. This is the constructive and profitable thing to do. Such a "shortening" under a trade name no longer competes with the lower-priced lard, but with the higher-priced vegetable oil products.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, DECEMBER 7, 1935.

LARD—	Open.	High.	Low.	Close.
Dec.	12.50	12.55	12.47½	12.55
Jan.	12.37½	12.40	12.37½	12.40b
Mar.				12.40ax
May	12.27½	12.30	12.27½	12.30
July				12.12½ax

CLEAR BELLIES—
No future quotations.

MONDAY, DECEMBER 9, 1935.

LARD—	Open.	High.	Low.	Close.
Dec.	12.50			12.50b
Jan.	12.40	12.40	12.37½	12.37½b
Mar.				12.40ax
May	12.30			12.30b
July				12.12½n

CLEAR BELLIES—
No future quotations.

TUESDAY, DECEMBER 10, 1935.

LARD—	Open.	High.	Low.	Close.
Dec.	12.50			12.50b
Jan.	12.37½	12.40	12.37½	12.37½
Mar.				12.40n
May	12.30	12.32½	12.30	12.32½ax
July				12.12½n

CLEAR BELLIES—
No future quotations.

WEDNESDAY, DECEMBER 11, 1935.

LARD—	Open.	High.	Low.	Close.
Dec.	12.47½	12.47½	12.45	12.45b
Jan.	12.32½	12.32½	12.27½	12.27½b
Mar.				12.30ax
May	12.27½	12.27½	12.20	12.20
July	12.10			12.10ax

CLEAR BELLIES—
No future quotations.

THURSDAY, DECEMBER 12, 1935.

LARD—	Open.	High.	Low.	Close.
Dec.	12.35	12.35	12.27½	12.32½ax
Jan.	12.20	12.20	12.12½	12.17½ax
Mar.	12.10-07½	12.10	12.07½	12.07½
May	12.12½-10.	12.12½	12.00	12.10ax
July				12.00ax

CLEAR BELLIES—
No future quotations.

FRIDAY, DECEMBER 13, 1935.

LARD—	Open.	High.	Low.	Close.
Dec.	12.35	12.35	12.22½	12.32½ax
Jan.	12.22½	12.25	12.22½	12.22½ax
Mar.				12.07½
May	12.15	12.17½	12.12½	12.17½ax
July	12.07½	12.05	12.07½	12.07½b

CLEAR BELLIES—
No future quotations.

Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, December 12, 1935.

REGULAR HAMS.

Green.	*S.P.
20%	23½
20%	23½
19%	23½
19%	22½
19%	22
19%	22
19%	22

BOILING HAMS.

Green.	*S.P.
19%	20%
19%	20½
19%	20½
19%	20½
19%	20
18%	18
17½	17½
17½	16½
17½	16
17	15½

SKINNED HAMS.

Green.	*S.P.
21%	23½
21%	23½
21	21½
20	20½
18½	18
17½	17½
17½	16½
17½	16
17	15½

PICNICS.

Green.	*S.P.
15%	15%
15%	15½
14½	14½
14½	14½
14½	14½
14½	14½

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

Green.	*D.C.
22%	23½
22%	23
22	23
21½	22½
21½	22½
21½	22½
21½	22½
20%	22

*Quotations represent No. 1 new cure.

D. S. BELLIES.

Clear.	Rib.
18%	18
18%	18
18%	18
18½	18½
18½	18½
18½	18½
18½	18½
18	18
18	18
17½	17½

D. S. FAT BACKS.

6-8	11½
8-10	11½
10-12	14½
12-14	15½
14-16	16½
16-18	16½
18-20	17
20-25	17½

OTHER D. S. MEATS.

Extra Short Clears.	35-45
Extra Short Hibs.	35-45
Regular Plates.	6-8
Clear Plates.	4-6
Jowl Butts.	12½
Green Square Jowls.	14½
Green Rough Jowls.	12½

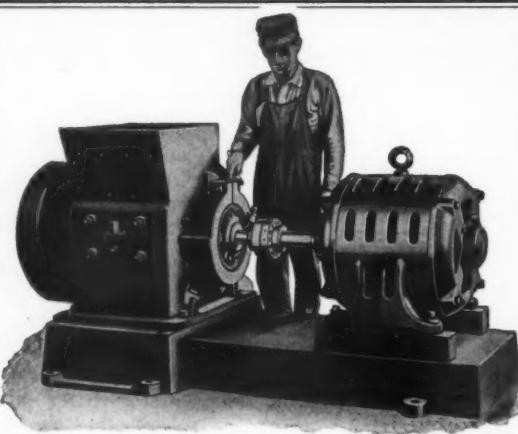
LARD.

Prime Steam, cash.	12.37½ax
Prime Steam, loose.	11.75ax
Refined boxed, N. Y.—Export.	unquoted
Neutral in tierces.	14.37½
Raw Leaf	12.12½n

CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended Dec. 7, 1935:

Week Dec. 7.	Previous week.	Same week, '34.
Cured Meats, lbs.	14,790,000	12,743,000
Fresh Meats, lbs.	37,681,000	14,909,000
Lard, lbs.	1,409,000	4,590,000



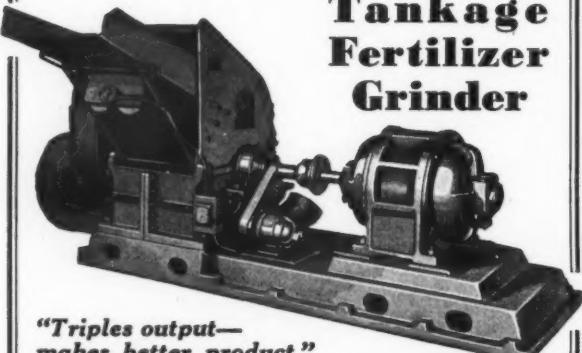
Grinders for By-Products Vibrating Screens

Heavier and more dependable construction and many exclusive improvements have made Williams Hammer Mills an overwhelming favorite with American packers and renderers. Grind tankage, bones, greasy cracklings and hash dry rendering materials. 30 sizes and types. For screening greasy cracklings and tankage, let us tell you about the "Full-Floating" Vibrating Screen.

Williams Patent Crusher & Pulverizer Co.
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The Most Outstanding Tankage Fertilizer Grinder



"Triples output—
makes better product."

Wargin Beef Scrap Co., Denver, Colo.

"Only mill that meets present-day needs."

Waterloo Soap Works, Waterloo, Iowa.

"JAY BEE" Hammer Mill makes grinding tankage, meat scrap, fish scrap, cracklings, dried blood, etc., profitable when other equipment fails. Handles up to 12% grease, 25% moisture. Delivers finely finished, uniform product in one continuous operation without use of cage mills, screens, or elevators. Capacities up to four tons per hour, depending upon H.P. used.

All Steel Construction — Practically Indestructible

"JAY BEE" is made of boiler plate and alloy steel. Biggest capacity grinder—grinds at a lower cost per ton than any other grinding process. Write for descriptive literature, prices, terms, etc. We can solve any grinding problem.

"JAY BEE"

Over 18,000 "JAY BEE" mills in use all over the world—setting the Standard for Capacity, Economy and Durability.

J. B. SEDBERRY, INC., 96 Hickory St., Utica, N. Y.

Grind Cracklings at Lower Cost

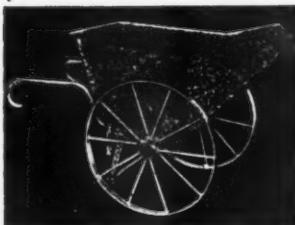
TEDMAN'S Type "A" Hammer Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for catalog 302.

STEDMAN'S FOUNDRY & MACHINE WORKS
AURORA, INDIANA, U. S. A.
Founded 1834



"HALLOWELL" PACKING PLANT EQUIPMENT



Pat. applied for

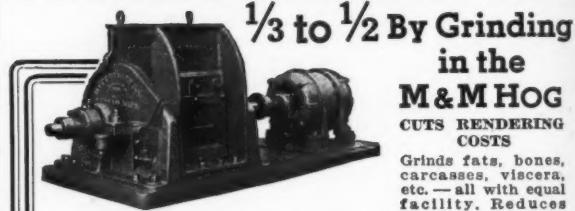
Fig. 1094—"Hallowell"
Tank Charging Truck

Incorporates every up-to-date improvement; is perfectly sanitary and so sturdy and strong it will outwear other makes. Furnished heavily galvanized or of Monel Metal, as preferred.

Write for BULLETIN 482 covering our complete line of "HALLOWELL" Packing Plant Equipment.

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CUTS RENDERING COSTS

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TO SELL YOUR PRODUCTS in Great Britain

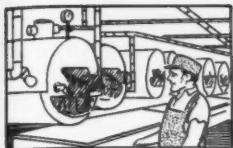
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ENGLAND

CRACKLINGS • TANKAGE • BLOOD

BONES • HOOFS

Offerings Wanted

GEO. H. JACKLE
405 Lexington Avenue
NEW YORK



Tallows and Greases

Weekly Market Review



TALLOW—Quiet but steady conditions prevailed in the New York tallow market the past week. Some business passed in extra at 6½c f.o.b. unchanged from previous week. Volume was limited. Consumers were not anxious for supplies, and producers' ideas were maintained.

Reports indicate soapers continue to experience a comparatively good volume of business. The necessity of replenishing stocks is looked for in the near future. There does not appear to be any large amount of tallow hanging over the market.

Good business was reported to have been done late last week in South American stuff at 6½c c.i.f. This week sellers were asking 6½c c.i.f. for South American tallow.

Tallow futures on the New York Produce Exchange were quiet and without particular change as far as prices were concerned.

At New York, special was quoted at 6½c, extra, 6¾c f.o.b. or 7c delivered; edible, 9½c f.o.b.

At Chicago, the tallow market was very quiet and the situation about unchanged from previous week. Fair inquiries were reported in the market. Offerings were moderate. At Chicago, edible was quoted at 9½@9½c; fancy, 7½c; prime, packer, 7½c; special, 6½c; No. 1, 6¼c.

There was no London tallow auction this week. At Liverpool, Argentine tallow, December-January shipment, was unchanged at 30s. Australian good mixed, December-January, at Liverpool was off 3d at 30s 3d.

STEARINE—Demand was moderate and market at New York displayed weakness this week. Sales were reported at 10½c plant, off ½c from previous week. Market subsequently was quoted at 10c asked. At Chicago, oleo was weak and quoted at 10½c, against 10½@11c the previous week.

OLEO OIL—Demand was moderate at New York and market was easier and off ¼@½c. Extra was quoted at 13½@14c; prime, 12½@13½c; lower grades, 12%@13c. At Chicago, market was quiet, steady and unchanged. Extra was quoted at 13½c.

(See page 38 for later markets.)

LARD OIL—Demand was fair at New York, market was firmer and prices were unchanged to ½c higher. No. 1 was quoted 9½c; No. 2, 9¾c; extra, 11½c; extra No. 1, 10½c; prime, 16½c; winter strained, 12½c, all in barrels.

NEATSFOOT OIL—Demand was fair and market slightly firmer at New

York. Cold test, barrels, was quoted at 17c; extra, 10½c; No. 1, 9¾c; pure, 13½c.

GREASES—Buyers and sellers were apart in their ideas and the market ruled quiet this week at New York. Steadiness in tallow and absence of particular pressure of offerings from producers maintained yellow and house greases around 6½c, although it was intimated buyers would not pay better than 6c. At one time reports circulated that 6½c had been paid. Market appeared to be in an awaiting position, with the trade closely following processing tax developments.

At New York, yellow and house were quoted at 6@6½c; A white, 6½@6½c; B white, 6%@6½c; choice white, 7¾c.

At Chicago, there were fair inquiries for greases. Offerings were moderate, but market was quiet and about unchanged for week. Brown was quoted at 5½c; yellow, 5%@6½c; B white, 6½@6½c; A white, 7½c; choice white, all hog, at 8½@8¾c.

BY-PRODUCTS MARKETS

Chicago, Dec. 12, 1935.

Blood.

Inquiry somewhat better; prices about steady.

	Unit	
Ground	\$2.95@	3.05
Unground	2.90@	3.00

Digester Feed Tankage Materials.

Sales made this week at \$3.00@3.10 & 10c. Choice quality changed hands at \$3.50.

Unground, 10 to 12% ammonia	\$3.00@3.10 & 10c
Unground, 8 to 12%	2.90@3.00 & 10c
Liquid stick	@2.25

Packinghouse Feeds.

Prices unchanged.

	Carlets.
Digester tankage meat meal 60%....	\$45.00
Meat and bone scraps, 50%.....	@50.00
Steam bone meal, 65%, special feed- ing per ton.....	@32.50
Raw bone meal for feeding.....	@32.50

Dry Rendered Tankage.

Buying interest somewhat better. Offerings not plentiful.

Hard pressed and exp. unground per unit protein.....	75@77½
Soft, prsd, pork, ac. grease & qual- ity, ton.....	@55.00
Soft, prsd, beef, ac. grease & qual- ity, ton.....	@47.00

Horns, Bones and Hoods.

Prices largely nominal; trading slow and market not clearly established.

Horns, according to grade.....	\$50.00@80.00
Cattle hoofs.....	30.00@31.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Prices steady and unchanged.

Steam, ground, 3 & 50.....	\$17.00@18.00
Steam, unground, 3 & 50.....	18.00@17.00

Fertilizer Materials.

Buying inquiry light; product offered at \$2.75.

High grd. tankage, ground, 10@ 12% am.	\$ 2.65@2.75 & 10c
Bone tankage, ungrd., low gd., per ton.....	@16.00
Hoof meal	@ 2.60

Gelatine and Glue Stocks.

Demand better for jaws, skulls and knuckles.

Calf trimmings	\$ @26.00
Sinews, pizzles	@20.00
Horn pits	@17.00
Cattle jaws, skulls and knuckles	23.00@24.00
Hide trimmings (new style).....	@15.00
Pig skin scrapes and trim, per lb.....	5%@6c

Animal Hair.

Market rather slow. Quotations represent last sales.

Summer coll and field dried.....	214@214c
Winter coll, dried.....	3 @314c
Processed, black, winter, per lb.....	.94@10c
Processed, grey, winter, per lb.....	.81@9c
Cattle switches, each*.....	1%@214c

*According to count.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, DECEMBER 7, 1935.

	High.	Low.	Close.
Dec.	6.70b
Jan.	6.75@7.00
Mar.	6.80@7.05
May	6.80@7.05

MONDAY, DECEMBER 9, 1935.

	.....	.....	6.70b
Dec.	.....	.....	6.75@7.00
Jan.	.....	.....	6.80@7.05
Mar.	.....	.....	6.80@7.05
May	.....	.....	6.80@7.05

TUESDAY, DECEMBER 10, 1935.

	.....	.....	6.70b
Dec.	.....	.....	6.75@7.00
Jan.	.....	.....	6.80@7.05
Mar.	.....	.....	6.80@7.05
May	.....	.....	6.80@7.05

WEDNESDAY, DECEMBER 11, 1935.

	.....	.....	6.75b
Dec.	.....	.....	6.75@7.00
Jan.	.....	.....	6.80@7.05
Mar.	.....	.....	6.80@7.05
May	.....	.....	6.80@7.05

THURSDAY, DECEMBER 12, 1935.

	.....	.....	6.75b
Dec.	.....	.....	6.75@7.00
Jan.	.....	.....	6.80@7.10
Mar.	.....	.....	6.80@7.10
May	.....	.....	6.80@7.10

FRIDAY, DECEMBER 13, 1935.

	.....	.....	6.80@7.15
Feb.	.....	.....	6.80@7.15

No sales. Closing 5 higher.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Dec. 11, 1935.—No recent sales of dried blood have been reported and that material is offered at \$2.75 per unit of ammonia f.o.b. New York. No buying interest, as nearby buyers seem to be well supplied. South American is

offered at \$2.95 per unit c.i.f. Atlantic Coast ports for December, January shipment from South America.

One lot of ground tankage sold at \$2.65 and 10c f.o.b. local shipping point with general quotation being about \$2.75 and 10c f.o.b. New York.

Some unground tankage sold at \$2.55 and 10c, with sellers now quoting \$2.60 and 10c f.o.b. New York.

Prices of nitrate of soda for delivery January forward will probably be put out some time next week. Trade does not look for any change in prices.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniums.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: December, 1935, to June 30, 1936; inclusive	24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominally
Blood dried, 16% per unit.	2.75
Fish meal, dried, 11% ammonia, 10% B. P. L., 100-lb. bush factory.	nominally
Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L. c.i.f.	36.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk, Dec.	23.50
in 200-lb. bags	24.80
in 100-lb. bags	25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.75 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.60 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	23.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	24.00
Superphosphate, bulk, f.o.b. Baltimore, more, per ton, 10% flat	8.00
Potash Salts.	
Manure salt, 30% bulk, per ton	14.40
Kainit, 20% bulk, per ton	11.00
Muriate in bulk, per ton	22.50
Sulphate in bags, per ton, basis 90%	33.75
Dry Rendered Tankage.	
50% unground	.70
60% ground	.75

TALLOW IMPORTS AND EXPORTS

Beef and mutton tallow imported into United States, October, 1935, from:

	Lbs.
France	845,738
Netherlands	27,164
United Kingdom	1,517,656
Canada	1,572,338
Argentina	2,982,511
Brazil	3,776,500
Paraguay	81,517
Uruguay	1,775,542
China	79,397
Australia	1,539,906
New Zealand	1,875,363
Total	16,073,532
Value	8947,053

Tallow exports for the month totaled 3,104 lbs., valued at \$233.

COTTONSEED PRODUCTS EX- PORTS AND IMPORTS

For three months ended Oct. 31, 1935:

Exports:	1935.	1934.
Oil, crude, lbs.	25,330	1,059,978
Oil, refined, lbs.	873,271	817,649
Cake and meal, tons of 2,000 lbs.	3,918	1,515
Linters, running bales	49,012	48,870
Imports:		
Oil, crude and refined, lbs.	34,965,606	807
Cake and meal, tons of 2,000 lbs.	968	8,172

COTTONSEED PRODUCTS PRODUCED AND CONSUMED

For four months ended Nov. 30, 1935, and 1934, as reported by Department of Commerce:

COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Nov. 30.	1934.	Aug. 1 to Nov. 30.	1934.	Nov. 30.	
United States	2,753,992	2,783,255	1,956,763	1,768,296	886,804	1,237,720
Alabama	231,267	230,333	181,316	157,587	58,941	91,833
Arkansas	212,911	246,614	143,714	141,498	71,606	110,196
California	66,694	80,150	33,884	42,556	33,158	37,774
Georgia	304,057	326,614	269,621	220,341	56,044	132,283
Louisiana	147,496	138,280	104,170	103,711	42,059	36,110
Mississippi	48,558	426,511	291,127	216,553	206,578	238,268
North Carolina	58,069	183,303	116,774	117,856	51,972	64,388
Oklahoma	103,080	68,062	87,981	49,792	17,351	36,275
South Carolina	140,885	144,389	120,755	108,325	21,891	37,135
Tennessee	172,137	252,337	113,089	145,205	62,854	132,346
Texas	691,954	598,163	475,522	417,222	238,844	283,702
All other states	60,295	93,459	45,364	51,050	24,316	42,385

*Includes seed destroyed at mills but not 80,375 tons and 22,761 tons on hand Aug. 1 nor 43,314 tons reshipped for 1935 and 1934 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Season.	On hand		Produced Aug. 1 to November 30.	Shipped out Aug. 1 to Nov. 30.	On hand November 30.
	August 1.	to November 30.			
Crude oil (pounds)	1935-36	*28,262,543	591,668,612	534,064,645	*119,313,954
Refined oil (pounds)	1934-35	34,400,287	542,883,701	516,520,885	102,306,211
Cake and meal (tons)	1935-36	†444,833,215	**449,959,596	.....	1343,550,211
Hulls (tons)	1934-35	656,804,830	434,310,797	.....	457,906,022
Balls (500-lb. bales)	1935-36	124,572	883,163	769,251	298,600
Balls (500-lb. bales)	1934-35	76,614	507,000	431,144	164,790
Linters (running bales)	1935-36	71,292	558,948	319,628	170,278
Hull fiber (running bales)	1934-35	73,958	379,252	331,160	172,244
Grabots, motes, etc. (500-lb. bales)	1935-36	1,352	14,884	12,426	3,790
Grabots, motes, etc. (500-lb. bales)	1934-35	646	22,658	19,867	3,437
Grabots, motes, etc. (500-lb. bales)	1935-36	5,966	17,650	13,853	9,763
Grabots, motes, etc. (500-lb. bales)	1934-35	3,970	15,602	10,301	9,271

*Includes 8,916,786 and 24,348,710 pounds held by refining and manufacturing establishments and 8,580,280 and 26,586,800 pounds in transit to refiners and consumers August 1, 1935, and November 30, 1935, respectively.

†Includes 5,175,608 and 12,064,904 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,214,525 and 2,913,589 pounds in transit to manufacturers of lard substitutes, oleomargarine, soap, etc., August 1, 1935, and November 30, 1935, respectively.

**Produced from 487,716,696 pounds of crude oil.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Dec. 11, 1935.—Cottonseed meal was dull with little change in price. With a census report due tomorrow, traders were inclined to even up and interest was confined mostly to March and May, both of which sold at \$21.75, May later selling at \$21.85, which price was bid at close. One delivery during day brought total so far for the month to ten, December being only month showing an advance for the day. Closing prices were 10c higher to 15c lower.

VEGETABLE OIL MARKETS

COCOANUT OIL—A moderate demand for cocoanut oil and easiness in copra made for a barely steady tone at New York. Prompt oil was available at 4 1/4c; January forward, 4 3/4c. Sales were reported at the Pacific Coast at 4c. These were believed to have been resale stuff.

CORN OIL—Market was quiet at New York. There was no pressure of offerings and prices were quoted 10 1/4c nominal.

SOYA BEAN OIL—Interest at New York was routine, and the market was reported quiet and steady at around 7 1/2c.

PALM OIL—Demand was moderate, but sellers' ideas were steady. At New York, spot Nigre was quoted at 4 3/4c; shipment Nigre, 3.95c; Sumatra, 4 1/2c.

PALM KERNEL OIL—There was

little evidence of any particular interest at New York. December-March shipment was quoted at 4.70c.

OLIVE OIL FOOTS—Demand was fair at New York, and the market steady. Spot foots were quoted at 9@ 9 1/4c; shipment, 8 1/2@ 8 3/4c.

SESAME OIL—Market nominal.

RUBBERSEED OIL—Market nominal.

PEANUT OIL—Last business at New York was reported at 9 1/4c. Market was quoted firm at 9 3/4c. It was intimated imported oil was taking care of most of the demand.

OIL EXPORTS AND IMPORTS

Foreign trade in vegetable oils and oil bearing seeds, October, 1935:

Exports.	Quantity. Ibs.	Value. Value.
Cottonseed oil, refined	113,360	\$14,395
Cottonseed oil, crude	12,508	937
Corn oil	8,969	1,016
Cocoanut oil, inedible	566,454	24,065
Vegetable soap stock	1,056,195	57,257
Soybean oil	353,392	25,374
Other expressed oils and fats, inedible	604,677	36,847

In addition to the above, 249,197 lbs. of refined cottonseed oil went to Hawaii, Porto Rico and the Virgin Islands.

IMPORTS.

Vegetable oils and seeds:	
Copra (free)	54,865,755
Sesame seed	448,577
Peanut oil	2,730,582
Palm kernel oil	.....
Sunflowerseed oil	548,042
Cottonseed oil	8,988,735
Inedible vegetable oils:	
Coconut oil from Philipines	31,054,903
Palm oil	20,923,450
Soybean oil	1,759,959

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1934.
1,237,720
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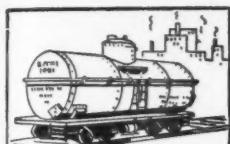
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Vegetable Oils

Weekly Market Review



Trade Fair—Market Firm—Distant Months at New Highs—Cash Trade Satisfactory—Crude Very Steady—Cotton Estimate Lowered—Favorable November Consumption Figures Expected.

The feature in the cottonseed oil futures market the past week was a bulge to new season's highs in the distant deliveries, following a reduction of about 400,000 bales in the government cotton estimate from the previous figures. The new estimate was calculated to reduce the prospective oil crush this season about 100,000 bbls.

Buying was rather general for a time, and with cash trade satisfactory, crude markets were steady. The trade is anticipating a comparatively good November consumption figure. The daily turnover in futures was fair although not large.

Trading and the upturn in prices were checked by profit taking, induced by uncertainties over the processing tax and the Bankhead cotton act. Market was also somewhat unsettled by the sharp slump in world silver prices.

Oil Trade Mixed

Market ran into support on the scale down, which with the firmness in actual oil, served to halt decline. At no time was pressure very pronounced, so that moderate absorption served to keep the ring rather bare of surplus offerings. Trade was mixed, with commission houses and locals on both sides. Some of the ring element were inclined to fight the bulges, although sentiment appeared to have taken a turn for the better.

Allied markets were unsteady, and this served to keep down aggressive bullishness in oil. There was nothing in the news to account for the action of the cotton market following the bullish government estimate. The weakness was charged to uncertainty over possible developments in Washington. Lard price changes were not very great, the market feeling the unsteadiness in grains and an easier tone in hogs. The fact that stocks are small, and that there is little indication for any material increase in the lard make gave the Western market natural underlying support.

The government final estimate was for a cotton crop of 10,734,000 bales, compared with 11,141,000 bales on November 1, and 9,637,000 bales last year.

Smaller Oil Crush Indicated

Ginnings to December 1 were placed at 9,362,343 bales, against 9,019,834 bales to December 1 last year.

On the basis of the latest cotton estimate, a cottonseed oil crush this season of between 2,575,000 and 2,600,000 bbls. is indicated, or about 10,000 bbls. less than predicted November 1. A crush of 2,600,000 bbls. is roughly 700,000 bbls. under the 10-year average refined production.

Expectations were that November consumption would run from 300,000 to 325,000 bbls., although some were looking for a consumption of 350,000 bbls., compared with 309,000 bbls. in November last year.

Crude markets were moderately active and steady throughout the week. Southeast and Valley were quoted at 9%@9½c; Texas, 9¾c nominal.

COTTONSEED OIL—Store oil demand at New York was fair, and market was steady due to light offerings and steadiness in futures. Crude oil was steady. Southeast and Valley were quoted at 9%@9½c; Texas, 9¾c nominal.

Market transactions at New York:

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 12, 1935.

Cotton oil prices down for week about 20 points on options and ½c lb. on crude. Latter now 9¼c lb. bid and 9¾c lb. asked most directions, with offerings extremely light. Bleachable prime summer yellow tightly held for higher prices due to excess of off quality oil this season. Slightly better demand for soapstock. Today's consumption report reveals insufficient visible stocks of cotton oil for normal needs between now and new crop September 1, and point to additional imports at hardening prices.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 12, 1935.—Prime cottonseed oil, 9¼c lb. at points carrying not over 30c rate to refinery centers; small offerings of crude at 9¼c from higher freight rate points. Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$23.50.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 12, 1935.—Crude cottonseed oil, 9¼c; cottonseed meal, \$20.75 f.o.b. Memphis, prompt shipment.

Friday, December 6, 1935.

	Range		Closing		
	Sales	High.	Low.	Bid	Asked
Spot				a	....
Dec.	2	1081	1080	1078	a 1082
Jan.	12	1082	1073	1077	a 1080
Feb.				1075	a 1090
Mar.	15	1083	1080	1080	a 1082
April				1080	a 1085
May	10	1085	1077	1083	a 1085
June				1085	a 1090
July	12	1089	1085	1086	a trad

Saturday, December 7, 1935.

Spot				a	....
Dec.	2	1075	1074	1074	a trad
Jan.				1073	a 1070
Feb.				1070	a 1088
Mar.	29	1080	1074	1075	a trad
April				1075	a 1080
May	3	1079	1079	1078	a 1080
June				1080	a 1085
July				1080	a 1085

Monday, December 9, 1935.

Spot				a	....
Dec.	2	1085	1085	1074	a 1080
Jan.	7	1085	1078	1074	a 1080
Feb.				1070	a 1088
Mar.	37	1088	1077	1075	a 1080
April				1077	a 1082
May	16	1089	1081	1081	a trad
June				1081	a 1086
July	15	1094	1081	1083	a 81tr

Tuesday, December 10, 1935.

Spot				a	....
Dec.	7	1083	1078	1079	a trad
Jan.	3	1079	1076	1075	a 1079
Feb.				1070	a 1088
Mar.	8	1079	1077	1078	a trad
April				1077	a 1080
May	12	1083	1079	1078	a 1080
June				1080	a 1084
July	31	1083	1083	1083	a trad

Wednesday, December 11, 1935.

Spot				a	....
Dec.	18	1084	1082	1071	a 1079
Jan.	1	1079	1079	1065	a 1069
Feb.				1065	a 1080
Mar.	22	1075	1069	1069	a trad
April				1070	a 1072
May	34	1078	1070	1070	a trad
June				1072	a 1075
July	8	1079	1074	1074	a trad

Thursday, December 12, 1935.

Dec.		1068	1065	1067	a ...
Jan.		1062	1058	1057	a 1061
Mar.		1065	1060	1059	a 1061
May		1067	1061	1061	a ...
July		1070	1064	1064	a 1066

(See page 38 for later markets.)

Watch the Classified Advertisements
page for bargains in equipment.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were weaker during latter part of week with liquidation and selling in lard but decline checked by sharp upturn in grains. Cash trade fair. Hogs, top, \$9.75.

Cottonseed Oil

Cotton oil active and irregular with some buying on November consumption of 305,000 bbls., but later offset by weakness in lard. Visible supply, 1,756,000 against 2,314,000 last year. Crude steady at 9 1/4 @ 9 1/2 c lb.

Quotations on bleachable cottonseed oil Friday noon were: Dec., \$10.68; Jan., \$10.61@10.65; Mar., \$10.65@10.67; May, \$10.68; July, \$10.70@10.73.

Tallow

Tallow, extra, 6 1/2 c lb. f.o.b.

Stearine

Stearine, 10c asked.

Friday's Lard Markets

New York, December 13, 1935.—Prices are for export; no tax: Lard, prime western, \$11.75@11.85; middle western, \$11.75@11.85 (including tax); city, 11 1/2 c; refined Continent, 13c; South American, 13 1/2 c; Brazil kegs, 13 1/2 c (including tax); compound, 12 1/2 c in carlots.

MARGARINE MATERIALS USED

Oleomargarine materials used in manufacture during October, 1935:

	Oct., 1935.	Oct., 1934.
	Ibs.	Ibs.
Ingredients of Uncolored Margarine:		
Babassue oil	300,214	
Cocoanut oil	16,285,992	11,328,448
Corn oil	784	
Cottonseed oil	6,586,989	7,244,506
Derivative of glycerine	87,815	83,588
Lecithin	2,243	743
Milk	6,401,449	6,137,098
Neutral lard	149,060	181,111
Oleo oil	1,254,801	1,871,496
Oleo stearine	238,338	297,525
Oleo stock	190,748	153,583
Palm oil	1,550	
Peanut oil	421,021	295,828
Salt	1,067,774	1,551,901
Sesame oil	7,865	
Soda (benzoate of)	16,690	10,241
Soya bean oil	334,826	
Sugar	12,072	
Vegetable oil	200	
Total	34,014,861	29,349,818
Ingredients of Colored Margarine:		
Cocoanut oil	85,827	81,108
Color	141	244
Cottonseed oil	22,951	77,541
Derivative of glycerine	139	144
Milk	44,468	27,488
Neutral lard	5,238	15,586
Oleo oil	31,689	30,730
Oleo stearine	713	5,350
Oleo stock	2,430	995
Peanut oil	3,214	2,798
Salt	13,715	13,761
Soda (benzoate of)	31	18
Sugar	60	
Vegetable oil	25	
Soya bean oil	4	.....
Total	210,511	209,526
Total ingredients for colored and uncolored	34,225,372	29,559,344

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, December 13, 1935.—General provision market steady but firm; fair demand for hams, poor demand for lard.

Friday's prices were: Hams, Ameticon cut, 94s; hams, long cut, 103s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumberrals, unquoted; Canadian Wiltshires, 73s; Canadian Cumberrals, 74s; spot lard, 67s.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reported imports during November, 1935:

Bacon (including shoulders) cwts.	17,222
Hams, cwts.	21,533
Lard, tons	452

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwts.	Hams, cwts.	Lard, tons.
November, 1935	3,936	5,434	116
October, 1935	1,928	4,406	161
November, 1934	2,928	6,223	445

IMPORT VOLUME SLACKENS

New York, Dec. 13, 1935.—Meat imports were in small volume this week. Beef imports from Canada totaled 17,000 lbs. Canada also sent 6,884 lbs. of bacon and 2,912 lbs. of chilled pork. South American countries supplied 14,750 lbs. of smoked sausage, 10,120 lbs. S. P. hams, 4,250 lbs. of jerked beef and 685,958 lbs. of canned meat. Some New Zealand beef from storage sold in bond at 6 cents.

MEAT IMPORTS AT NEW YORK

For week ended Dec. 7, 1935:

Point of origin.	Commodity.	Amount.
Argentine—Edible beef tallow	109,882 lbs.	
Argentine—Cooked ham	536 lbs.	
Argentine—Canned corned beef	630,800 lbs.	
Argentine—Oleo stearine	50,152 lbs.	
Brazil—Jerked beef	4,647 lbs.	
Brazil—Sweet pickle butts	4,675 lbs.	
Brazil—Canned corned beef	216,100 lbs.	
Canada—Smoked bacon	3,755 lbs.	
Canada—Sausage	1,037 lbs.	
Canada—Frozen calf livers	2,220 lbs.	
Canada—Frozen veal	6,743 lbs.	
Canada—Frozen beef	33,548 lbs.	
Canada—Frozen pork cuts	13,995 lbs.	
Cuba—Frozen beef tenderloins	4,731 lbs.	
England—Meat paste	488 lbs.	
England—Smoked ham	414 lbs.	
Estonia—Cooked ham	158 lbs.	
Germany—Smoked ham	7,265 lbs.	
Germany—Smoked sausage	2,291 lbs.	
Germany—Cooked sausage	76 lbs.	
Germany—Smoked bacon	432 lbs.	
Holland—Smoked bacon	7,234 lbs.	
Holland—Liver paste	1,119 lbs.	
Holland—Cooked sausage	752 lbs.	
Irish Free State—Smoked bacon	5,379 lbs.	
Italy—Smoked sausage	7,997 lbs.	
Italy—Smoked ham	1,814 lbs.	
Paraguay—Canned corned beef	31,500 lbs.	
Poland—Cooked ham	174,062 lbs.	
Poland—Smoked bacon	5,496 lbs.	
Poland—Cooked sausage	1,000 lbs.	
Poland—Smoked sausage	5,107 lbs.	
Sweden—Smoked sausage	536 lbs.	
Uruguay—Canned corned beef	592,812 lbs.	

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Dec. 7, 1935:

		PORK	Week ended Dec. 7, 1935	Week ended Dec. 7, 1935	Nov. 1, 1935 to Dec. 7, 1935
		M. lbs.	M. lbs.	M. lbs.	M. lbs.
Total		59	50	
United Kingdom		59	50	

BACON AND HAMS.

	M. lbs.	M. lbs.	M. lbs.
Total	677	5,197	8,947
United Kingdom	577	4,317	8,397
Continent	97	700	494
West Indies	21	30	36
B. N. A. Colonies	4	146	56

TOTAL EXPORTS BY PORTS.

	Pork and Bacon, M. lbs.	Hams, M. lbs.	Lard, M. lbs.
New York	508	110	
Boston	.....	29	
Philadelphia	.....	11	
Montreal	239	479	
Halifax	24	39	
Total week	831	677	
Previous week	25	1,761	
2 weeks ago	580	598	
Cor. week 1934	68	2,479	5,197
SUMMARY NOV. 1, 1935, TO DEC. 7, 1935.			
1935.	10	65	55
1934.	5,347	9,113	3,766
Increase.	.....	.....	55

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Dec. 13, 1935, show exports from that country were as follows: To the United Kingdom, 123,714 quarters; to the Continent, 3,018 quarters. Exports for week ending Dec. 6 were: To England 87,587 quarters; Continent, 22,368 quarters.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended Nov. 30:

Week ending	New York.	Boston.	Phila.
Nov. 30, 1935	60,746	6,170	7,954
Nov. 23, 1935	23,293	18	42
Nov. 16, 1935	151,708	259	.....
Nov. 9, 1935	45,237	26,399	.....
Total 1935	1,825,673	77,941	37,771
Dec. 1, 1934	22,888	160	.....
Nov. 24, 1934	7,787	.....	.....
Same total '34	806,684	59,385	40,238
Total so far: 1935—1,941,255*	1934—906,307		

*Does not include 232,923 imports at Norfolk.

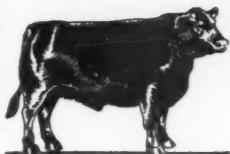
MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through ports of New York during week ended December 13, totaled 397,500 lbs. of bacon and 291,379 lbs. of lard.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Dec. 11, 1935.—Refined cottonseed oil, 28s 6d; Egyptian crude cottonseed oil, 26s.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, December 12, 1935, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. lt. (140-180 lbs.) gd-ch.....	\$9.25@ 9.50	\$9.10@ 9.50	\$9.00@ 9.15	\$9.00@ 9.25	\$9.25@ 9.30
Medium	8.75@ 9.35	8.75@ 9.25	8.75@ 9.10	8.65@ 9.10	9.10@ 9.25
Lt. wt. (160-180 lbs.) gd-ch.....	9.35@ 9.60	9.25@ 9.55	9.10@ 9.25	9.10@ 9.35	9.25@ 9.30
Medium	9.00@ 9.40	8.85@ 9.45	9.00@ 9.15	8.85@ 9.20	9.10@ 9.25
(180-200 lbs.) gd-ch.....	9.40@ 9.70	9.40@ 9.55	9.15@ 9.30	9.20@ 9.35	9.20@ 9.30
Medium	9.15@ 9.50	9.10@ 9.45	9.00@ 9.20	9.00@ 9.25	9.00@ 9.20
Med. wt. (200-220 lbs.) gd-ch....	9.50@ 9.70	9.45@ 9.55	9.20@ 9.30	9.25@ 9.35	9.15@ 9.25
(220-250 lbs.) gd-ch.....	9.55@ 9.70	9.45@ 9.60	9.15@ 9.30	9.25@ 9.40	9.10@ 9.25
Hvy. wts. (250-290 lbs.) gd-ch....	9.50@ 9.70	9.40@ 9.55	9.15@ 9.25	9.25@ 9.40	9.00@ 9.15
(290-350 lbs.) gd-ch.....	9.45@ 9.70	9.25@ 9.50	9.10@ 9.25	9.20@ 9.35	8.85@ 9.10

PACKING SOWS:

(275-350 lbs.) good	9.10@ 9.25	8.75@ 9.00	8.75@ 8.85	8.65@ 8.90	8.65@ 8.75
(350-425 lbs.) good	8.90@ 9.20	8.65@ 8.90	8.75@ 8.85	8.60@ 8.80	8.60@ 8.65
(425-550 lbs.) good	8.75@ 9.10	8.60@ 8.85	8.65@ 8.80	8.40@ 8.65	8.55@ 8.65
(275-550 lbs.) medium	8.50@ 9.00	7.75@ 8.85	8.50@ 8.75	7.75@ 8.65	8.50@ 8.65

SLAUGHTER PIGS:

(100-140 lbs.) gd-ch.....	9.10@ 9.45	8.50@ 9.25	8.75@ 9.10	8.50@ 9.15	9.30@ 9.75
Medium	8.50@ 9.25	8.00@ 9.15	8.25@ 9.00	8.00@ 8.85	9.00@ 9.30

Av. cost & wt. Wed. (pigs ex.) \$0.61-227 lbs. \$0.50-210 lbs. \$0.10-224 lbs. \$0.22-223 lbs.

Slaughter Cattle, Calves and Vealers:

STEERS:

(550-800 lbs.) choice	10.50@12.50	10.25@12.25	10.00@12.25	9.75@12.25	10.00@12.00
Good	8.75@11.50	8.50@11.50	8.25@11.25	8.00@11.00	8.35@11.00
Medium	7.00@ 8.75	6.75@ 8.75	6.50@ 8.50	6.50@ 8.50	6.50@ 8.75
Common	5.25@ 7.00	5.50@ 6.75	5.00@ 6.75	4.90@ 6.75	5.00@ 6.75

STEERS:

(900-1100 lbs.) choice	11.50@12.75	11.50@12.75	11.25@13.00	11.00@12.75	11.00@12.35
Good	8.75@12.00	8.75@12.00	8.50@11.50	8.50@11.25	8.75@11.15
Medium	7.00@ 9.00	6.75@ 9.00	6.75@ 8.50	6.50@ 8.50	6.75@ 9.00
Common	5.50@ 7.00	5.75@ 7.25	5.25@ 6.75	5.25@ 6.75	5.25@ 6.75

STEERS:

(1100-1300 lbs.) choice	12.00@13.25	12.00@13.00	11.50@13.25	11.25@13.00	11.15@12.50
Good	9.00@12.25	9.00@12.00	8.50@11.75	8.50@11.50	8.75@11.40
Medium	7.00@ 9.00	7.00@ 9.00	6.75@ 8.50	6.50@ 8.50	6.75@ 9.00

STEERS:

(1300-1500 lbs.) choice	12.25@13.50	12.00@13.00	11.75@13.25	11.50@13.00	11.00@12.25
Good	9.00@12.25	9.00@12.00	8.50@11.75	8.75@11.50	8.60@11.15

HEIFERS:

(550-750 lbs.) choice	10.00@11.00	9.50@10.50	8.75@10.25	8.75@10.75	8.90@10.50
Good	8.00@10.00	8.00@9.50	7.75@ 8.75	7.50@ 9.75	7.50@ 9.25
Com-med.	5.00@ 8.00	4.75@ 8.00	4.75@ 7.75	4.75@ 7.50	4.50@ 7.85

HEIFERS:

(750-900 lbs.) gd-ch.....	8.00@11.50	.....	7.75@10.50	7.50@10.75	7.85@10.75
Com-med.	5.00@ 8.00	.....	4.75@ 7.75	4.75@ 7.50	4.75@ 7.85

COWS:

Good	5.75@ 6.75	5.50@ 6.25	5.25@ 6.25	5.50@ 6.50	5.35@ 6.25
Com-med.	4.50@ 5.75	4.50@ 5.50	4.25@ 5.50	4.25@ 5.50	4.35@ 5.50
Low cut-cut	3.75@ 4.50	3.00@ 4.50	3.35@ 4.25	3.25@ 4.25	3.15@ 4.35

BULLS: (Yrls. Ex.) (Beef)

Good	6.25@ 6.75	5.75@ 6.25	5.35@ 5.75	5.35@ 5.75	5.75@ 6.40
Cut-med.	5.00@ 6.25	4.25@ 5.75	4.25@ 5.50	3.75@ 5.35	4.25@ 5.90

VEALERS:

Gd.ch.	8.75@11.00	9.25@10.50	8.00@ 9.50	8.50@10.50	8.00@10.50
Medium	6.00@ 8.75	7.75@ 9.25	6.50@ 8.00	6.00@ 8.50	7.00@ 8.50
Cul-com.	5.50@ 6.50	4.00@ 7.75	4.50@ 6.00	4.50@ 6.00	4.50@ 7.50

CALVES:

(250-500 lbs.) gd-ch.....	7.00@10.00	7.00@ 9.75	6.00@ 9.25	6.00@ 8.50	7.00@ 9.50
Com-med.	4.50@ 7.00	4.50@ 7.00	4.25@ 6.00	3.50@ 6.50	4.50@ 7.00

Slaughter Sheep and Lambs:

LAMBS:	(90 lbs. down) gd-ch.*.....	10.15@11.00	10.15@11.00	10.00@10.65	10.25@10.75	10.00@10.75
Com-med.	8.50@10.25	7.00@10.25	8.50@10.00	7.00@10.25	8.00@10.00	.....

YEARLING WETHERS:

(90-110 lbs.) gd-ch.....	8.25@ 9.25	8.25@ 9.25	8.25@ 9.50	8.25@ 9.00	8.00@ 9.00
Medium	7.50@ 8.35	7.25@ 8.40	7.25@ 8.25	7.25@ 8.25	7.50@ 8.25

EWES:

(90-120 lbs.) gd-ch.....	4.25@ 5.00	4.25@ 5.25	4.00@ 5.25	4.50@ 5.25	4.25@ 5.00
(120-150 lbs.) gd-ch.....	4.15@ 5.00	4.00@ 5.00	3.75@ 5.00	4.25@ 5.25	4.00@ 5.00
(All wts.) com-med.....	3.50@ 4.35	3.00@ 4.25	2.75@ 4.00	2.75@ 4.50	3.25@ 4.25

*Quotations based on ewes and wethers.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics

Des Moines, Iowa, Dec. 12, 1935.—Hog prices at 22 concentration points and 9 packing plants in Iowa and Minnesota were unevenly steady to 10¢ lower than Wednesday. Good to choice 180 to 270 lbs. by truck, mostly \$8.95@ 9.20; some strictly local deliveries, \$8.85; long hauls, \$9.30; rail deliveries, \$9.35 or slightly above; 270 to 290 lbs., mostly \$8.85@ 9.15; 290 to 350 lbs., \$8.60@ 9.05; better 160 to 180 lbs., \$8.70@ 9.10; 140 to 160 lbs., \$8.15@ 8.70; light weight packing sows, \$8.35@ 8.70, few \$8.75 or slightly higher; better heavy and medium weights, \$7.90@ 8.55.

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

	Up to 1,050 lbs.	Week ended Dec. 5.	Last week.	Same week, 1934.
Toronto	\$ 5.85	\$ 6.00	\$ 5.50	
Montreal	6.00	6.25	5.25	
Winnipeg	6.00	5.75	4.50	
Calgary	5.25	4.50	4.00	
Edmonton	5.00	4.75	4.00	
Prince Albert	4.00	3.50	2.50	
Moose Jaw	4.35	4.75	3.50	
Saskatoon	3.50	3.50	2.75	

VEAL CALVES.

	\$10.00	\$10.00	\$ 7.50
Toronto	9.00	9.00	7.50
Montreal	7.50	7.00	5.50
Winnipeg	4.50	4.50	3.00
Calgary	4.50	4.50	3.50
Edmonton	4.50	4.50	3.50
Prince Albert	7.35	6.95	6.85
Moose Jaw	7.50	7.25	7.00
Saskatoon	5.50	5.50	3.75

SELECT BACON HOGS.

	\$

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers week ending Saturday, Dec. 7, 1935, as reported to The National Provisioner.

CHICAGO

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,181	6,280	6,064
Swift & Co.	4,204	6,063	11,357
Morris & Co.	1,749	—	5,491
Wilson & Co.	5,057	2,343	8,414
Anglo-Amer. Prov. Co.	457	—	—
G. H. Hammond Co.	1,884	—	—
Shipper	16,319	13,373	10,107
Others	11,295	28,530	7,308
Brennan Packing Co., 3,022 hogs; Western Packing Co., Inc., 3,302 hogs; Agar Packing Co., 5,087 hogs.			
Total	46,204	cattle; 5,961 calves; 68,000 hogs; 48,741 sheep.	
Not including 1,186 cattle, 944 calves, 45,334 hogs and 2,991 sheep bought direct.			

KANSAS CITY

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,905	1,024	2,705	3,356
Cudahy Pkg. Co.	2,719	1,437	1,454	4,997
Morris & Co.	1,272	590	2,010	—
Swift & Co.	3,485	1,434	3,517	3,531
Wilson & Co.	2,712	1,080	1,452	3,376
Kornblum & Son, 1,115	—	—	—	—
Independent Pkg. Co.	—	283	—	—
Others	3,861	469	3,851	548
Total	20,060	6,034	13,262	17,818
Not including 22,032 hogs bought direct.				

OMAHA

	Cattle & calves.	Hogs.	Sheep.
Armour and Co.	4,307	7,400	4,826
Cudahy Pkg. Co.	4,771	5,309	5,666
Dold Pkg. Co.	994	3,016	—
Morris & Co.	1,898	167	1,442
Swift & Co.	4,867	4,475	4,368
Others	12,344	—	—
Total	18,377	cattle and calves; 33,565 hogs and 16,302 sheep.	
Not including 5,581 sheep received direct by packers through stockyards.			

EAST ST. LOUIS

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,819	3,989	2,728	6,971
Swift & Co.	4,737	5,730	3,390	5,418
Morris & Co.	2,387	375	655	—
Hunter Pkg. Co.	2,181	1,803	2,296	443
Hill Pkg. Co.	—	—	1,220	—
Krey Pkg. Co.	—	—	2,309	—
Laclede Pkg. Co.	—	—	1,234	—
Shippers	5,666	6,645	21,577	793
Others	4,826	183	16,429	866
Total	22,556	18,725	51,838	14,491
Not including 3,505 cattle, 3,302 calves, 26,729 hogs and 2,121 sheep bought direct.				

ST. JOSEPH

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,826	1,235	8,687	9,697
Armour and Co.	3,507	1,817	7,548	5,388
Others	1,436	26	2,927	399
Total	7,760	2,578	19,162	15,484

SIOUX CITY

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,902	319	6,272	6,081
Armour and Co.	4,131	310	6,140	5,210
Swift & Co.	2,813	377	3,951	4,240
Shippers	3,695	5	3,351	695
Others	202	12	27	114
Total	14,923	1,020	19,741	16,349

ST. PAUL

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,771	3,363	12,128	7,077
Cudahy Pkg. Co.	869	1,276	—	—
Swift & Co.	6,232	4,725	17,006	10,861
United Pkg. Co.	2,436	401	—	—
Others	1,275	11	7,420	2,103
Total	14,583	9,776	37,154	20,043

OKLAHOMA CITY

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,313	1,271	2,111	854
Wilson & Co.	3,442	1,533	2,149	784
Others	288	40	488	6
Totals	7,043	2,844	4,748	1,644
Not including 20 cattle, 28 calves and 130 hogs bought direct.				

FT. WORTH

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,450	4,068	2,606	1,441
Swift & Co.	5,535	3,894	2,317	2,030
Blue Bonnett	187	32	26	—
Rosenthal	188	12	200	—
Others	138	16	200	—
Total	11,377	8,022	5,158	3,471

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,261	659	1,607	1,295
Jacob Dold Pkg. Co.	802	131	1,141	4
Wichita D. B. Co.	—	12	—	—
Dunn-Ostertag Co.	105	—	—	—
F. W. Dold & Sons	134	—	310	—
Sunflower Pkg. Co.	78	—	76	—
Southwest Beef Co.	25	—	—	—
Total	2,417	1,060	3,134	1,299

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,487	209	1,028	5,575
Swift & Co.	1,495	297	1,356	2,066
Shipper	—	—	8,714	—
Others	2,727	330	1,210	3,368
Total	5,700	926	7,308	11,000

Not including 2,418 hogs received direct by packers through stockyards.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan Co.	1,823	712	20,952	3,496
Armour and Co.	1,185	213	2,919	—
Hilgenfink Pkg. Co.	3	—	413	—
Stump Bros. Pkg. Co.	36	—	100	—
Schussler Pkg. Co.	—	—	—	—
Meier Pkg. Co.	90	—	113	—
Indiana Provision Co.	75	20	145	3
Art Wabutz	22	98	—	30
Maass Hartman Co.	57	—	—	—
Shipper	3,217	1,985	17,138	9,884
Others	757	48	182	64
Total	7,267	3,078	41,493	13,477

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,583	5,970	12,870	1,565
Armour and Co., Mill.	1,114	2,988	—	—
N. Y. B. D. M. Co.	20	—	—	—
R. Gumz & Co.	65	—	—	—
Shipper	530	70	82	90
Others	893	528	20	135
Total	5,208	9,556	12,981	1,790

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son	48	—	215	203
Ideal Pkg. Co.	—	—	315	—
E. Kahn's Sons Co.	1,190	340	5,260	940
Lohrey Pkg. Co.	3	—	180	—
H. Meyer Pkg. Co.	16	—	3,531	54
J. & F. Schrot Pkg.	19	—	2,480	—
J. F. Stegner & Co.	433	204	—	41
Shipper	463	90	4,300	807
Others	1,845	825	208	422
Total	4,222	1,640	16,363	2,557

Not including 482 cattle, 28 calves, 180 hogs, and 274 sheep bought direct.

RECAPITULATION.

CATTLE.

	Week ended	Prev. week.	Cor. week.
Dec. 7.	10,341	9,636	10,341
Chicago	46,206	37,317	57,304
Kansas City	20,063	16,697	16,981
Omaha	18,471	14,111	25,412
East St. Louis	22,536	19,170	18,553
St. Joseph	7,769	7,649	10,702
Sioux City	14,923	11,227	12,829
Oklahoma City	7,043	4,031	7,470
Wichita	2,417	1,802	2,136
Denver	5,700	4,662	3,890
St. Paul	14,583	10,487	15,757
Indianapolis	7,267	5,437	7,011
Cincinnati	4,222	2,646	5,118
Ft. Worth	11,377	8,873	—
Total	187,726	147,943	194,523

HOGS.

	Week ended	Prev. week.	Cor. week.
Dec. 7.	105,000	93,000	105,000
Chicago	48,741	47,586	65,214
Kansas City	17,818	15,407	14,261
Omaha	16,302	13,598	19,581
East St. Louis	14,491	11,302	13,399
St. Joseph	15,484	11,196	11,382
Sioux City	16,349	14,341	21,215
Oklahoma City	1,644	871	2,046
Wichita	1,299	98	

NOV. FEDERAL SLAUGHTERS

Federal inspected slaughter of all classes of livestock during Nov., 1935:

	Cattle.	Calves.	Swine.	Sheep & lambs.
Baltimore	8,586	(1)	(1)	(1)
Buffalo	(1)	(1)	(1)	(1)
Chicago	129,770	25,898	340,230	188,739
Cincinnati	11,056	6,119	43,469	1,000
Cleveland	(1)	(1)	30,537	(1)
Detroit	16,958	3,177	15,276	15,162
Fort Worth	(1)	(1)	(1)	(1)
Kansas City	78,429	37,465	77,412	70,564
Milwaukee	20,673	34,923	(1)	(1)
National Stock Yards	85,706	(1)	149,731	(1)
New York	25,319	51,333	(1)	218,172
Omaha	6,241	9,160	60,002	85,180
Philadelphia	6,934	7,239	(1)	18,316
St. Louis	35,889	5,102	40,206	73,086
South St. Paul	61,504	43,610	123,473	113,161
All others	406,459	255,845	1,541,522	624,606
Total:				
Nov., '35	955,694	480,091	2,421,898	1,406,985
Nov., '34	897,062	480,468	4,311,939	1,328,860
11 mos. ended				
Nov., '35	8,783,062	5,197,317	23,182,772	16,275,534
11 mos. ended				
Nov., '34	9,149,066	5,636,335	39,679,499	14,761,569
New York, Brooklyn, Jersey City, and Newark	36,779	63,522	166,272	206,815

(1) Included in others.

RECEIPTS AT CHIEF CENTERS

Week ended Dec. 7, 1935:

At 20 markets—	Cattle.	Hogs.	Sheep.
Week ended Dec. 7, 1935	246,000	370,000	248,000
Previous week	207,000	269,000	212,000
1934	259,000	749,000	259,000
1933	188,000	552,000	267,000
1932	191,000	570,000	302,000
1931	232,000	731,000	432,000
At 11 markets:		Hogs.	
Week ended Dec. 7	317,000		
Previous week	225,000		
1934	676,000		
1933	482,000		
1932	474,000		
1931	701,000		
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 7	179,000	276,000	175,000
Previous week	150,600	189,000	155,000
1934	187,000	588,000	182,000
1933	143,000	393,000	185,000
1932	134,000	404,000	202,000
1931	172,000	619,000	336,000

PACIFIC COAST LIVESTOCK

Receipts five days ended Dec. 6, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,276	1,578	965	...
San Francisco	1,585	200	1,500	900
Portland	2,300	250	3,100	1,675

DIRECTS—Los Angeles: Cattle, 54 cars; hogs, 74 cars; sheep, 44 cars. San Francisco: Cattle, 40 head; calves, 150 head; hogs, 2,900 head; sheep, 3,200 head.

Order Buyer of Live Stock

L. H. McMURRAY

Indianapolis, Indiana

LIVE STOCK BUYER...

HOGS a Specialty

H. L. SPARKS & CO.

National Stock Yards, Illinois Telephone: Bridge 6261 or L.D. 518
Springfield, Mo. Telephone 3339

NEW YORK LIVESTOCK

Receipts week ended Dec. 7, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,667	7,920	6,244	25,870
Central Union	2,050	1,454	...	2,050
New York	232	3,594	15,490	11,264
Total	6,949	12,968	21,734	39,184
Previous week	6,605	12,794	19,629	40,527
Two weeks ago	7,321	14,400	23,521	57,255

NOV. BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for November, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	16,785	19,909	22,180	91,361
Shipments	6,306	15,411	12,482	74,523
Local slaughter	10,706	4,586	11,305	17,619

HIGH PRICES FOR WINNERS

Highest prices in recent years were paid at the auction sales of fat cattle, hogs and lambs held during the closing days of the International Livestock Exposition in Chicago last week. Carlot fat steers averaged \$16.03 per cwt., the highest price paid since 1929. There were 85 carloads selling at a price averaging \$4.44 per cwt. more than the 1934 sales. Similar optimism prevailed in the sale of feeder cattle, the champion carlot selling at \$16.00 per cwt. Sale price on 13 loads of calves ranged from \$8.75 to \$16.00 per cwt., and 6 loads of yearlings from

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
Week ending Dec. 7, 1935	8,910	2,334	2,400
Week previous	6,608	1,670	2,248
Same week year ago	11,414	2,306	2,469
Week ending Dec. 7, 1935	2,653	1,347	2,167
Week previous	1,617	1,351	1,992
Same week year ago	1,360	1,272	2,011
Week ending Dec. 7, 1935	200%	438	20
Week previous	229	458	18
Same week year ago	318	250	25
Week ending Dec. 7, 1935	13,212	2,007	498
Week previous	10,107	1,680	692
Same week year ago	10,966	1,781	640
Week ending Dec. 7, 1935	38,965	11,863	16,268
Week previous	25,181	10,574	14,522
Same week year ago	31,582	11,585	16,840
Week ending Dec. 7, 1935	5,961	2,214	1,144
Week previous	3,272	1,290	745
Same week year ago	29	258	239
Week ending Dec. 7, 1935	1,495,117	429,076	188,204
Week previous	1,519,481	384,253	267,882
Same week year ago	2,361,853	415,787	287,262
Week ending Dec. 7, 1935	391,254	.....	.....
Week previous	322,536	.....	.....
Same week year ago	471,794	.....	.....

LOCAL SLAUGHTERS.

Week ending Dec. 7, 1935	8,786	1,486	.....
Week previous	8,234	1,893	.....
Same week year ago	9,351	2,273	.....
Week ending Dec. 7, 1935	14,081	2,276	.....
Week previous	13,883	2,484	.....
Same week year ago	14,449	3,069	.....
Week ending Dec. 7, 1935	42,337	15,542	.....
Week previous	35,019	12,764	.....
Same week year ago	54,239	17,808	.....
Week ending Dec. 7, 1935	64,137	4,712
Week previous	54,368	5,623
Same week year ago	83,418	7,353

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KENNETH-MURRAY

Livestock Buying Organization
Detroit, Mich. Cincinnati, Ohio Dayton, Ohio Omaha, Neb.
Indianapolis, Ind. La Fayette, Ind. Louisville, Ky.
Nashville, Tenn. Sioux City, Iowa Montgomery, Ala.

\$8.50 to \$9.25, with an average price on the 19 loads of \$10.45.

Grand champion carload of hogs sold at \$13.00, 239-lb. crossbreds, bought by the Empire Packing Co., Chicago. Sales of other carlot hog exhibits ranged from \$11.10 down to \$10.25, with an average of \$10.91 for the 19 loads sold. With the exception of the champions and one other load purchased by the Empire company, all lots went to Armour, Swift and Wilson.

The grand champion hog of the show, a 260-lb. Chester White, was sold to Armour and Company for the Sherman Hotel, Chicago, at 68c per pound. The reserve champion, a 260-lb. Berkshire, was bought by Wilson & Co. at 18c per pound, while the Stockyards Inn paid 25c per pound for the grand champion barrow of the junior feeding contest, a 305-lb. Hampshire.

The grand champion lamb of the show, a 90-lb. purebred Southdown, sold at \$1.10 per lb. to Swift & Company, for Cudney Bros. who purchased the lamb for the Palmer House. The reserve, a 110-lb. crossbred, sold to the Saddle & Sirloin Club at 40c per pound. Thirteen cars of show lambs sold for an average price of \$14.17, compared with \$9.94 in 1934.

Champions in the carcass contest also brought good prices. The grand champion steer carcass, weighing 664 lbs. sold to the New City Packing & Provision Co., Chicago, for the Hotel La Salle at 31c per lb. The champion lamb carcass, weighing 53 lbs., was bought for the Rotary Club of Belleville, Ill., the Southdown lamb producing it being exhibited by Helms Bros. of Belleville. The price paid was \$1.50 per lb. The champion hog carcass sold for 20c per pound to the New City company for the Normandie Inn, Chicago.

Both Chicago and outside packers gave strong support to the championship and other exhibit sales. Not only the large packers, but the Illinois Packing Co., Chicago; Arbogast & Bastian, Allentown, Pa.; Meyer Kornblum, Kansas City; Fischer Bros., Cleveland; Pfaelzer Bros., Chicago; United Dressed Beef Co., New York, and many others lent their support to these sales.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for week ended Dec. 7, 1935:

CATTLE.

	Week ended Dec. 7.	Prev. week.	Cor. week.
Chicago	31,073	28,008	30,136
Kansas City	26,103	21,384	28,395
Omaha	21,402	13,580	26,804
East St. Louis	23,030	25,244	19,901
St. Joseph	9,498	8,761	12,322
St. Louis	12,252	9,581	11,178
Wichita	3,255	2,255	3,268
Fort Worth	3,377	8,873	5,139
Philadelphia	1,486	1,893	2,273
Indianapolis	2,093	1,700	2,225
New York & Jersey City	8,786	8,234	9,351
Oklahoma City	9,944	5,104	9,091
Cincinnati	4,204	2,848	5,776
Denver	5,880	4,215	5,771
St. Paul	13,308	9,800	14,257
Milwaukee	4,622	3,531	10,425
Total	194,565	155,096	195,202

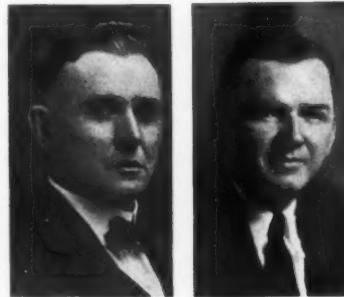
HOGS.			
Chicago	106,248	76,810	135,341
Kansas City	27,328	20,352	60,754
Omaha	23,633	14,519	55,756
East St. Louis	34,355	19,789	50,076
St. Joseph	17,550	10,204	49,888
St. Louis	19,900	12,200	38,888
Wichita	3,754	1,459	7,000
Fort Worth	5,158	3,444	8,134
Philadelphia	15,542	12,764	17,808
Indianapolis	21,040	14,967	28,439
New York & Jersey City	42,337	35,019	54,239
Oklahoma City	4,878	3,122	7,540
Cincinnati	12,232	8,116	19,473
Denver	4,131	3,016	9,011
St. Paul	33,989	19,356	48,485
Milwaukee	12,929	7,541	7,924
Total	381,524	259,248	606,143

SHEEP.

	41,625	41,164	52,030
Chicago	17,818	15,407	14,201
Kansas City	21,875	21,553	23,598
Omaha	13,698	10,552	9,774
East St. Louis	15,083	11,073	11,388
St. Joseph	15,654	13,825	18,951
Sioux City	1,220	889	1,300
Wichita	3,711	2,413	1,282
Fort Worth	7,712	5,623	7,353
Philadelphia	3,546	3,594	3,301
Indianapolis	1,952	2,602	1,936
New York & Jersey City	64,137	54,368	83,418
Oklahoma City	1,644	871	2,046
Cincinnati	4,136	3,126	2,206
Denver	17,088	18,268	16,294
St. Paul	1,717	1,355	3,300
Total	230,307	201,782	252,101

HIDE MEN CELEBRATE

The largest turn-out in years attended the annual banquet of the Hide and Leather Association of Chicago Friday night, December 6, at the Medinah Club. The crowd of 150 filled the Tropical Room to capacity and enjoyed a fine turkey and fish dinner. An unusually good floor show of 22 acts followed the dinner, with impromptu singing and story telling between the acts, all under the efficient management of George Elliott, chairman of the entertainment committee.



T.P. GIBBONS

GEO. H. ELLIOTT

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Dec. 13, 1935, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended Dec. 13.	Prev. week.	Cor. week.
Spr. nat. stra.	@15n	@15n	11 @11 1/2
Hvy. nat. stra.	@14 1/2	@14 1/2	11 @11 1/2
Hvy. tex. stra.	@14 1/2	@14 1/2	10 @10 1/2
Hvy. butt brnd'd stra.	@14 1/2	@14 1/2	10 @10 1/2
Hvy. col. stra.	@14	@14	10 @10 1/2
Ex-light Tex. stra.	@11	@11	8 @8
Brnd'd cows.	@11b	@11	8 @8
Hvy. nat. cows	@11 1/2	11 1/2	8 1/2 @8 1/2
Lt. nat. cows	11 1/2	11 1/2	8 1/2 @8 1/2
Nat. bulls	@9	@9	6 @6 1/2
Brnd'd bulls	18 1/2	22	14 @14 1/2
Calfskins	18 1/2	22	14 @14 1/2
Kips, nat.	14 1/2	14 1/2	10 1/2 @10 1/2
Kips, ov-wt.	13	13	9 1/2 @10 1/2
Kips, brnd'd.	11	11	7 1/2 @8
Slunks, reg.	90	90	65 @65
Slunks, hrs.	35	40n	35 @50

CITY AND OUTSIDE SMALL PACKERS.			
Nat. all-wts.	10 1/2 @10 1/2	10	10 @10 1/2
Branded	9 1/2 @10 1/2	9 1/2 @9 1/2	9 1/2 @9 1/2
Nat. bulls	8 1/2 @9	8 1/2 @9	7 @7
Brnd'd bulls	7 1/2 @8	7 1/2 @8	6 @6
Calfskins	16 1/2 @18 1/2	18 @18	11 @13
Kips	13	13	9 1/2 @9 1/2
Slunks, reg.	70	80n	40 @50n
Slunks, hrs.	25	30n	20 @30n

COUNTRY HIDES.

Hvy. steers..	8 1/2 @ 8 1/2	8 1/2 @ 8 1/2	5 1/2 @ 5 1/2
Hvy. cows	8 1/2 @ 8 1/2	8 1/2 @ 8 1/2	5 1/2 @ 5 1/2
Bulls	9 1/2 @ 9 1/2	8 1/2 @ 8 1/2	6 @ 6 1/2
Extremes	9 1/2 @ 10 1/2	9 1/2 @ 9 1/2	7 @ 7 1/2
Bulls	6 1/2 @ 6 1/2	6 1/2 @ 6 1/2	3 @ 3 1/2
Calfskins	11 @ 11 1/2	10 1/2 @ 11 1/2	7 @ 7 1/2
Kips	9 1/2 @ 10	9 1/2 @ 10 1/2	7 @ 7
Light calf	70 @ 80n	70 @ 85n	25 @ 35n
Deacons	70 @ 80n	70 @ 85n	23 @ 35n
Slunks, reg.	50 @ 60n	50 @ 60n	15 @ 20n
Slunks, hrs.	10 @ 15n	10 @ 15n	5 @ 10n
Horse pelts	4.00 @ 4.40	3.85 @ 4.25	2.40 @ 3.00

SKINNED SKINS.

Pkr. lambs	2.20 @ 2.40	2.20 @ 2.35	1.25 @ 1.35
Smk. pkr.			
lambs	1.60 @ 1.75	1.60 @ 1.75	65 @ 75
Pkr. shearlegs	@1.20	@1.00	45 @ 47 1/2
Dry pelts	17n	17n	11 @ 12

N. Y. HIDE FUTURES PRICES

Saturday, Dec. 7, 1935—Close: Dec. 11.60n; Mar. 11.88 sale; June 12.20 sale; Sept. 12.52n; Dec. 12.82n; sales 23 lots. Closing 6@9 higher.

Monday, Dec. 9, 1935—Close: Dec. 11.58n; Mar. 11.88 sale; June 12.21@12.25; Sept. 12.56 sale; Dec. (1936) 12.86n; sales 25 lots. Closing 2 lower to 4 higher.

Tuesday, Dec. 10, 1935—Close: Dec. 11.42n; Mar. 11.70@11.71 sales; June 12.04 sale; Sept. 12.36n; Dec. (1936) 12.66n; sales 9 lots. Closing 16@20 lower.

Wednesday, Dec. 11, 1935—Close: Dec. 11.37n; Mar. 11.67@11.71; June 12.00@12.05; Sept. 12.32b; Dec. (1936) 12.62n; sales 14 lots. Closing 3@5 lower.

Thursday, Dec. 12, 1935—Close: Dec. 11.35n; Mar. 11.65@11.67; June 11.97 sale; Sept. 12.29n; Dec. (1936) 12.59n; sales 20 lots. Closing 2@3 lower.

Friday, Dec. 13, 1935—Close: Dec. 11.40n; Mar. 11.70 sale; June 11.97@12.01 sales; Sept. 12.30n; Dec. (1936) 12.59n; sales 37 lots. Closing unchanged to 5 higher.

Watch the "Wanted" page for positions offered or good men seeking positions.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Trading in packer hides this week was on a very broad scale. About 90,000 hides sold at the week's opening, followed by further scattered sales running the total to about 150,000, and with private bookings included the total is estimated around 200,000 hides for the week, mostly Nov.-Dec. take-off.

All steers sold at steady prices for both natives and branded; branded cows also sold steady but are in good demand at this price. Heavy native cows moved up $\frac{1}{4}$ @ $\frac{1}{2}$ c, while light cows showed an advance of $\frac{1}{4}$ c for northern points and $\frac{1}{2}$ c for River point take-off. Bulls were well cleaned out at steady prices.

A little better feeling was apparent from the opening of the week on and packers made a good clearance of hides as orders were available. Orders for light cows were scarce at times but stocks of these are now in fairly good shape; most descriptions are well sold up.

About 10,000 native steers moved early at $14\frac{1}{4}$ c, steady, and an outside packer sold 15,000 dating June forward basis $14\frac{1}{4}$ c. Total of 6,000 extreme light native steers moved early at $12\frac{1}{2}$ c, last week's asking price, and Association sold 1,000 same basis.

Total of about 27,000 butt branded steers were reported at $14\frac{1}{2}$ c, and 15,000 Colorados at 14c, steady prices; also 1,000 heavy Texas steers at $14\frac{1}{2}$ c, and probably more branded steers moved quietly. Light Texas steers are held at $13\frac{1}{2}$ c. Extreme light Texas steers quotable at 11c.

Around 9,000 heavy native cows were reported at $11\frac{1}{2}$ c, establishing this market $\frac{1}{2}$ c over early last week, or $\frac{1}{4}$ c up from a sale late last week. Total of 11,000 northern point light native cows were reported at $11\frac{1}{2}$ c, and 5,000 or more River points at $11\frac{1}{2}$ c, a full $\frac{1}{2}$ c advance; Association also sold 1,000 Dec. at $11\frac{1}{4}$ c. Total of 17,000 branded cows moved early at 11c and more sold quietly; good demand at 11c but sold up.

Native bulls cleared last week at 10c, as previously reported. Total of 8,000 branded bulls moved this week at 9c.

OUTSIDE SMALL PACKER HIDES—Sales of outside small packer all-weight natives reported this week at 10 $\frac{1}{4}$ c, f.o.b. short freight points, and 10c, f.o.b. longer freight points, figuring about 10 $\frac{1}{2}$ c, selected, delivered Chicago, with brands $\frac{1}{2}$ c less. Chicago small packer take-off nominally $\frac{1}{4}$ c higher.

PACIFIC COAST—Early this week 45,000 Nov. hides moved in Pacific Coast market at 12c for steers and 9 $\frac{1}{2}$ c for cows, flat, f.o.b. shipping points; some later trading same basis cleaned up Nov. hides.

FOREIGN WET SALTED HIDES—South American market continued the upward trend apparent at close of last week, with better quality hides now moving. Tanners bought 4,000 Argentine steers early at 79 $\frac{1}{2}$ pesos, equal to 13c, c.i.f. New York, as against 79 pesos or 12 $\frac{1}{2}$ c late last week; 12,000 light steers also sold at 11 $\frac{1}{2}$ c. Later 4,000 Armour LaPlatas sold at 81 pesos, or 13 $\frac{1}{2}$ @13 $\frac{1}{4}$ c. Unsold stocks light.

COUNTRY HIDES—The advance in packer light cows this week firmed up the country market. Holders are usually very firm in their ideas of value, however, and dealers have the usual difficulty in buying all-weights at prices low enough to operate at the prices obtainable for tanner selections. All-weights quoted 8 $\frac{1}{2}$ @9c, trimmed, selected, delivered Chicago, with the untrimmed usually 8 $\frac{1}{2}$ @8 $\frac{1}{2}$ c. Heavy steers and cows quoted 8 $\frac{1}{2}$ @8 $\frac{1}{4}$ c. Buff weights quoted 9 $\frac{1}{2}$ @9 $\frac{1}{2}$ c, but hard to buy under 9 $\frac{1}{2}$ c trimmed, and some talk up to 9 $\frac{1}{2}$ c; others have ideas down to 9c. Some choice extremes sold at 10 $\frac{1}{4}$ c, trimmed, with others talking 10c top at present. Bulls around 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c; glues about 6c. Branded all-weights range 7@7 $\frac{1}{2}$ c, flat, less Chicago freight.

CALFSKINS—Packer November calfskins were fairly well cleaned up two weeks ago, with heavy northerns 9 $\frac{1}{2}$ @15-lb. moving at 22c and some Detroit, Cleveland and Evansville at 22 $\frac{1}{2}$ c; heavy River points sold at 21c; lights under 9 $\frac{1}{2}$ -lb. moved at 18c, with couple cars later at 18 $\frac{1}{2}$ c, and some Milwaukee all-weights at 18 $\frac{1}{2}$ c also.

Two cars 8/10-lb. Chicago city calfskins sold this week at 16 $\frac{1}{2}$ c, or $\frac{1}{2}$ c up; more interest in the light weights at present than in the heavier end; 10/15-lb. last sold at 18c, and this is probably obtainable, with 18 $\frac{1}{2}$ c asked. Outside cities, 8/15-lb., quoted around 16 $\frac{1}{2}$ @17c; mixed cities and countries around 14 $\frac{1}{2}$ c; straight countries 11@11 $\frac{1}{2}$ c. Chicago city light calf and deacons last sold at \$1.15; some inquiries, with \$1.20 asked.

KIPSKINS—The trading reported late last week about cleaned up packer November kipskins, at 14 $\frac{1}{2}$ c for northern natives, 13c for northern over-weights, southerns 1c less; branded sold at 11c.

Chicago city kipskins quotable at 13c, last trading price; 1,000 over-weights

sold this week at 12c. Outside cities around 12 $\frac{1}{2}$ @13c; mixed cities and countries about 11 $\frac{1}{2}$ c; straight countries 9 $\frac{1}{2}$ @10c.

Packer Nov. regular slunks last sold at 9c.

HORSEHIDES—Market steady to firm, with best city renderers quoted \$4.25@4.40 with full manes and tails; mixed city and country around \$4.00 untrimmed, some quoting higher.

SHEEPSKINS—Dry pelts nominally around 17@18c for full wools. Packer shearlings continue in good demand with production very light; one packer sold a car this week at \$1.20 for No. 1's, 90c for No. 2's, and 60c for No. 3's or clips, 15@20c up; sales of No. 1's reported earlier at \$1.10. Pickled skins somewhat mixed but offerings have been rather light; last sales generally quoted in this market at \$6.25 per doz. for lambs, with sheep nominally around \$7.00, although running ribby now; sales reported in another direction at \$5.87 $\frac{1}{2}$ per doz. for lambs, reported to have been paid in the eastern market. Packer lamb pelts quoted around \$2.75 @2.90 per cwt., or \$2.20@2.40 each, with one sale reported at \$2.92 $\frac{1}{2}$ per cwt. for Dec. pelts. Outside small packer lambs range usually \$1.65@1.75 each, selected, with small ones at $\frac{1}{2}$ to $\frac{1}{4}$ price, according to the quality and the take-off.

New York

PACKER HIDES—The only activity reported so far this week in the New York market was a car of Nov. native steers early at 15c, or $\frac{1}{4}$ c premium over western market, due to the heavy average here. Nov. hides well cleaned up now.

CALFSKINS—There was some quiet trading in calfskins this week but no quantities mentioned. Collectors sold 5-7's at \$1.45, 7-9's at \$1.90@1.95, and 9-12's at \$2.50@2.65, the top prices of the ranges being steady with previous sales. Packers moved a few calf also, at prices 5@10c over those obtained by collectors.

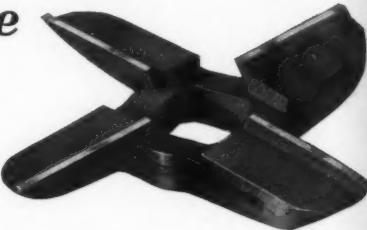
LATER: Total 10,000 collectors' calf sold, 5-7's at \$1.45, 7-9's at \$1.95 and 9-12's, \$2.65; also 6,000 packer 9-12's at \$2.85.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended December 7, 1935, were 4,277,000 lbs.; previous week, 2,997,000 lbs.; same week last year, 5,557,000 lbs.; from January 1 to December 7 this year, 231,206,000 lbs.; same period a year ago, 240,819,000 lbs.

Shipments of hides from Chicago for the week ended December 7, 1935, were 4,954,000 lbs.; previous week, 4,695,000 lbs.; same week last year, 7,512,000 lbs.; from January 1 to December 7 this year, 277,651,000 lbs. and during the same period a year earlier, 289,064,000 lbs.

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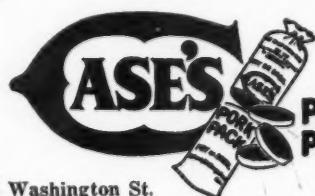
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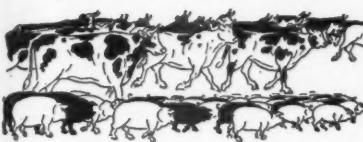
WRITE!



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Trenton, N. J.

Up and down the



MEAT TRAIL



Meat Packing 40 Years Ago

(From The National Provisioner, Dec. 14, 1895.)

Hog products were reported "cheaper than ever before, cheaper than beef or even than bread." Western cured hams offered at eastern markets at 7½c, spot or future. Green hams, Chicago, quoted 6¼c to 7¾c. At New York, choice native heavy beef quoted at 7½@7¾c; light dressed hogs 5@5½c; dry packed dressed turkeys, 12@13c; Jersey chickens, 10@11c.

Average weight of hogs at Chicago first week December, 1895, was 246 lbs. Supplies were plentiful.

United States furnished British market with 225,684 cattle, 367,554 sheep and 137,720 cwt. of dressed beef during the first 10 months of 1895.

Suit was brought against five principal livestock-carrying roads to compel them to discontinue the \$2 per car terminal charge for handling livestock at Chicago.

National Livestock Exchange held its sixth annual convention at Chicago. Congress was asked to enact regulations removing embargoes against American meat, repealing tax on oleomargarine and asking other countries to admit livestock under proper restrictions.

A bill was introduced in the Virginia legislature imposing a specific tax on oleomargarine and compound lards for the benefit of disabled Confederate veterans.

Arnold Bros. packinghouse and meat market on Haymarket Square, Chicago, was destroyed by fire.

Pacific Meat Co., Tacoma, Wash., had a good trade in Asia and began shipping its products to Central America.

Armour Packing Co., Kansas City, ordered a new steam whistle made of bell metal, 8 ft. high, sound guaranteed to carry 30 miles.

Western Meat Co., San Francisco, added four new smokehouses to their plant.

MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Dec. 17, 1910.)

"Why pay 8c for hogs and sell product on the basis of 7c," asked the Packington Pessimist. (Same question still in order.)

For eleven months of 1910 exports of lard decreased 97 million lbs.; bacon,

83 million lbs.; hams and shoulders, 62 million lbs.; tallow, 33 million lbs.; oleo oil, 54 million lbs. Value of meat and dairy exports for 11 months decreased 24 million dollars.

Packers' purchases of hogs at Chicago for week ending Dec. 10, 1910, totalled 117,500 head; total year to date, 4,274,800. Hogs averaged \$7.52 for the week. Pork loins, 12c; cash lard, 10c; frankfurters, 11c; native carcass beef, 12½c.

Government counsel in cases against meat packers included James Wilkerson (now federal judge), W. S. Kenyon (late U. S. senator and judge) and Pierce Butler (now member U. S. supreme court).

Annual Christmas beef shows attracted usual big crowds, United Dressed Beef Co., New York Butchers' Dressed Meat Co. and Swift & Co. having the leading displays.

It's time for RED HOTS



Red Hot time is here again and Red Hots take their place on the daily menu of millions—schoolboys, tourists, joyriders, picnickers, young and old.

Legg's OLD PLANTATION Seasonings give a delicious flavor and sales appeal to any of the following:

<i>Frankfurters</i>	<i>Red Hots</i>
<i>Coney Islands</i>	<i>Vienna Sausage</i>
<i>Veal Franks</i>	<i>Chile Franks</i>
<i>Oil & Canning Viennas</i>	<i>Half Smokes</i>
<i>German Style Franks</i>	<i>Weinerwurst</i>

Leading packers throughout the country are using Legg's OLD PLANTATION Frankfurter and Weinerwurst Seasonings to build a growing volume of sales . . . with delicious flavor, uniformity, economy, sales appearance and increased profits. Test samples on request.

A.C.LEGG PACKING CO., INC.
BIRMINGHAM, ALABAMA.
"WORLD'S LARGEST BLENDERS OF SAUSAGE"



U.S.A.
SEASONINGS



WYNANTSkill HAM BAGS

protect product, profit

Wynantskill Ham Bags furnish full protection to hams during processing and handling. They definitely reduce shrinkage losses and improve quality, appearance and saleability. Fit all weight ranges from the smallest smoked butt to the largest ham.

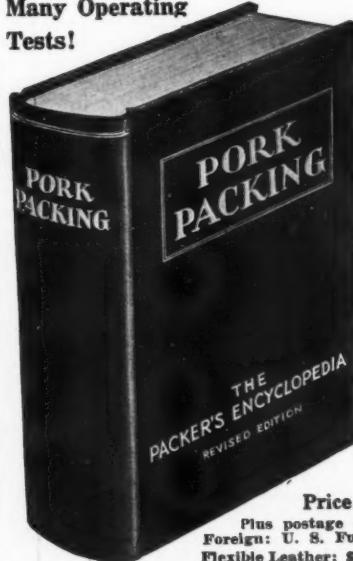
Made by the oldest manufacturer of stockinettes, they are full weight and highest quality. Quality considered, they are the cheapest ham bags you can buy. *Immediate service and delivery!*

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Price \$6
Plus postage 25c.
Foreign: U. S. Funds
Flexible Leather: \$1.00
extra.

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NOW**

THE NATIONAL PROVISIONER 417 S. Dearborn St.
Chicago, Illinois

Austin, Minn., was in Chicago this week.

C. W. Roebarge, Cudahy Bros. Co., Cudahy, Wis., was among packer visitors of the week in Chicago.

G. A. Procter, of La Plata, Argentina, general superintendent of Swift plants in South America, with Mrs. Procter, is vacationing in Chicago.

Clark Johnson, provision department, Cudahy Packing Co., has the sympathy of his friends in the loss of his wife, who passed away on December 9.

NEW YORK NEWS NOTES

Among those visiting New York during the past week were vice president and treasurer L. E. McCauley, Armour and Company, Chicago; vice president and general superintendent H. J. Williams; Allan McKenzie, chief engineer, and W. H. Mothersead, bakery division, Wilson & Co., Chicago; C. H. Smith, produce department, Swift & Company, Chicago, and R. G. Clark, lamb department, Cudahy Packing Co., Omaha, Neb.

F. W. Pratt, district office, Wilson & Co., New York, and well known in meat circles, lost his wife on December 5. Mrs. Pratt's sudden death was due to a heart attack. The wife of Gus Kihlman, North Sixth street market, Wilson & Co., passed away suddenly on December 9.

Vice president and general sales manager B. A. Braun, Jacob Dold Packing Co., Buffalo, New York, as a result of his arduous duties during the past several months has found it advisable to rest for a few weeks. His friends and associates look forward to his return before the end of the year.

If the sympathy of his many friends and associates can console Herman J. Schmidt, general sales manager, New York Butchers Dressed Meat Co., he should be able to bear up under the loss of his wife, who passed away suddenly on December 11. She had spent four weeks in the hospital and had just returned home a few days previously in fine condition and was believed to have been well on the road to recovery. Mr. Schmidt has had a long and successful association in the meat industry.

William, Ralph & Louis Kraus, wholesale meat dealers, 869 Washington st., New York, have opened new and enlarged coolers for the exclusive handling of calves, veal and cut specialties. With these increased facilities they will be better able to serve their customers.

The blue ribbon grand champion steer of the 1935 International Livestock Exposition at Chicago was sold at public auction to Nathan Schweitzer Co., New York wholesale meat dealers, at \$3.00 per pound. The steer at the time of sale weighed 1050 lbs., a fifteen and one-half month old pure-bred Angus fed by Cleo E. Yoder, nineteen-year-old farm boy of Wellman, Iowa. Upon its arrival at the New York Stock Yards on December 12 the grand cham-



SHOWING THE CHAMP.

Cleo Yoder, 19-year-old 4-H Club member from Wellman, Ia., won the International grand championship with his Angus steer, "Pat's Blue Ribbon," at Chicago last week. Here he is being congratulated by president Henry W. Marshall of the Exposition.

The steer was bought for \$3 per lb. by Armour and Company for Nathan Schweitzer, New York, and went to Jack Dempsey's famous New York restaurant, Yoder accompanying the winner to the Great White Way, where the two champions met.

pion, guided by its exhibitor, young Cleo E. Yoder, was driven to Jack Dempsey's restaurant, Eighth ave. and 50th st., and was presented by Nathan Schweitzer to Jack Dempsey. The steer was slaughtered at the plant of the New York Butchers Dressed Meat Company, and within a short time Broadwayites will find grand champion steaks and roasts on the Dempsey menu.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended December 7, 1935, were as follows: Meat—Brooklyn, 52 lbs.; Manhattan, 357 lbs.; Bronx, 3 lbs.; Queens, 2 lbs.; Total, 414 lbs. Poultry—Brooklyn, 5 lbs.; Manhattan, 14 lbs.; Total, 19 lbs.

CHICAGO PACKERS DINE

Chicago meat packers and wholesale meat dealers gathered on December 7 for the second annual banquet of the Chicago Meat Packers and Wholesalers Association. Under the able direction of Geo. A. Behling, secretary of the association, and Max Rothschild, chairman of the banquet committee, entertainment which held the diners into the early morning hours was provided. The grand ballroom of the Medinah Club seated 985 members and their guests. The membership of this young but

vigorous organization has grown to 40 in less than two years. Packers large and small are well represented in the organization, as well as provision brokers. Some 112 firms were represented at the banquet. Officers of the association are M. Rothschild, M. Rothschild & Co., wholesale meat dealers, president; Joseph Roti, Fulton Market Prov. Co., vice-president; Geo. A. Behling, Supreme Packing Co., secretary-treasurer. In addition to the officers, other directors are M. J. Hogan, Central Provision Co.; W. Youngblood, Glenn & Anderson Co.; A. Klopot, Mutual Produce Co.; Geo. Horwitz, D. Horwitz & Co.; G. V. Rose, Rose Packing Co.

COUNTRYWIDE NEWS NOTES

Harry Bookey, Bookey Packing Co., Des Moines, Ia., and Mrs. Bookey are leaving for a holiday trip to California.

George B. Smith, cattle buying department, Armour and Company, has been transferred from Sioux City, Ia., to St. Joseph, Mo.

Frank J. Miller has been assigned to duty as supervisor of markets at St. Joseph, Mo., under the packers and stockyards act.

Neuhoff, Inc., Lynchburg, Va., is contemplating erection of new coolers for its packing plant at Roanoke, Va.

Wallens-Byrne Packing Corp. has been chartered in Buffalo, N. Y., to engage in the meat packing business.

Western Meat Co., Little Rock, Ark., has let contract for erection of new sausage plant.

Willibald Schaefer, 100 Bremen st., St. Louis, Mo., is erecting a new rendering plant.

C. L. Ashley has been appointed general manager of the Wilson Provision Co., Peoria, Ill., recently acquired by Armour interests. He has served as general manager of the Armour plant at Fargo, N. D., and as assistant plant manager and head of the industrial engineering department at Chicago.



G. D. Strauss, general manager, Memphis Packing Corporation, and president of the Memphis Stock Yards, Memphis, Tenn., was official judge at the Tennessee Fat Cattle Show, held in Nashville, December 11-13. More than 1,000 cattle were shown by Tennessee producers, according to reports.

Midwest Sausage Co. has been incorporated in St. Joseph, Mo., by John J. McCue and George Grey.

C. Z. Stevens, sr., owner of a large meat curing plant at Lucedale, Miss., is installing a similar unit at Hattiesburg, Miss.



For the Retail Meat Dealer



GIFTS FOR THE MEAT DEALER

● Christmas and Other Holidays Can Mean a "Gift" of Extra Profits for Alert Retailers

RING up more holiday meat dollars! Most meat dealers look forward to Christmas and the holiday season because of the heavy trade in poultry. But possibilities for increased sales don't end with turkey.

Volume of almost every line the meat retailer handles can be increased by a little extra sales effort at this season. Any slackening in demand for fresh meats may be counter-balanced by greater sales of other products.

What are these products? The summary on this page shows some of the possibilities. The alert meat dealer will find many more. Two seasonal advantages which help to make the holiday period a "natural" for increasing sales are:

Seasonal Sales Advantages

1. Customers want to serve quality foods on their own tables and give them as gifts; they are ready to "splurge" a little.

2. The packer has keyed his packaging and advertising to a seasonal note.

The meat dealer has an especially good opportunity to sell meat for gifts at Christmas time. Holiday wrapped hams, bacon, dry sausage and other products will solve the gift problem for many customers who wish to give an unusual and appreciated present. Wrapped in colored Cellophane or gaily printed parchment; tied with fancy bows or nested in re-use containers; these products will return a good profit if merchandised wisely.

Or the dealer may find it desirable to make up holiday gift baskets filled with meat delicacies, cheese, relishes, mince meat, sausage, etc. Such Christmas assortments may also be obtained from some packers. Baskets which are

made up by the dealer should be decorated with Christmas paper and ribbons and the product may be bedded in shredded cellulose.

Displays Build Sales

Attractive displays may be made up with Christmas wrapped hams or bacon and gift assortments. A Christmas window in which holiday meats are shown should bring many customers into the store. Even better is a Christ-

remember that the meat dealer sells other products which are needed for a complete Christmas dinner. The dealer should help the housewife and himself by suggesting some of these items after the customer has selected her Christmas poultry.

Other Christmas Items

He may suggest lard and mincemeat for pies, suet for the Christmas pudding, relishes and cheese to give the

Christmas dinner its finishing touch. The housewife might also appreciate a suggestion of pork sausage as turkey stuffing or as a Christmas breakfast dish.

Such suggestions can be made verbally to the housewife or by means of display cards in show cases or on product. Or they may be featured in handbills or direct mail advertisements sent out a few days before Christmas.

The retail meat dealer can get more holiday food dollars if he will go after them. His line of products is varied enough so that he can supply many of the housewife's needs from his own store. A little extra sales effort will yield extra volume and profits.

MEAT EDUCATION NEEDED

"There is no panacea for the meat industry, but education will eliminate many of the pitfalls in it," declared John A. Kotal, secretary, National Association of Retail Meat Dealers, before the convention of the American Vocational Association at Chicago last week.

"Meat retailing is a science," said Mr. Kotal, "and the retailer needs the engineer's viewpoint to be successful. Because legislation is so slow in com-

mas table inside the store on which gaily wrapped hams, bacon and sausages are displayed. Evergreen, holly, Christmas trees and red and green paper may be used in building such a display. As its primary purpose is to sell meat it should be kept as simple as possible.

Such displays must be kept clean and neat if they are to be effective. Christmas trees drop pine needles and many retailers avoid their use in the store for this reason. Cotton snow must also be carefully tended if it is used as a background for Christmas display.

While many customers have become accustomed to the practice of giving meat at Christmas time they may not

ing to eliminate unfair trade practices, we look forward to education to eliminate the evils."

Mr. Kotal reviewed efforts toward vocational education in meat retailing, asserting that classes had been successful in few cities because of the lack of competent class leaders. He stressed the necessity for properly educated leaders if vocational training was to be successful in the future.

He asserted that the youth of the nation should be given an opportunity to learn and enter a business. He told his audience that in these days of scarcity of livestock on farms, and the resultant increase in meat prices, there is great need of vocational education in the industry. He also plead for freedom of action in production of livestock on the nation's farms to bring about lower meat prices to the consumer.

NEWS OF THE RETAILERS

Capelet Bros., Inc., Seattle, Wash., has been chartered with capital of \$20,000 by Jos. Capelet and others. Firm will handle meats and groceries.

Harold Middleton is engaging in meat business, 117 S. W. Yamhill st., Portland, Ore.

A. C. McClellan has purchased meat market of Miller and Prather, Bloomfield, Ia.

Lyle Kerser has taken over meat department in A. & P. store, Charles City, Iowa.

Jacobs Meat Market, Delta, Ia., was completely destroyed by fire recently. Loss was partly covered by insurance.

Stock in Mrs. Louis Fischer's meat market, Niles, Ind., was largely destroyed by recent fire. Loss was covered by insurance.

New meat market was recently opened in Kewaskum, Wis., by Elmer Yoost.

Leon Brozik has purchased Ziegenfuss Bros. meat market, Winona, Minn. Feature under new management will be cold storage lockers for customer use.

Frank Neal and Glen Mitchell have formed partnership to operate meat market and grocery store, Lancaster, Mo.

Miller Food Store, Inc., has filed incorporation articles. New company will be located at 1532 Locust st., Anderson, Ind. Directors include A. S. Miller, Della Miller and S. C. Miller.

Lewis Gaiser, formerly associated with I. G. A. market, Huntington, Ind., has purchased meat market in Fort Wayne, Ind.

Monroe Market celebrated its eighteenth anniversary with open house at its two stores, 416 and 422 E. Monroe st., Springfield, Ill. Inspection of meats and coolers was featured, and a large ham was awarded to one lucky visitor.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on December 12, 1935:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
(1) (300-500 lbs.) choice.....	\$16.00@17.50	.....	\$16.00@17.50	.....
Good	13.00@16.00	.....	13.50@16.00	.....
Medium	11.00@13.00	.....	11.00@13.50	.....
Common	10.00@11.00	.....	10.50@11.00	.....
STEERS:				
(500-600 lbs.) choice.....	16.00@18.00	.....	16.50@18.00	17.00@18.50
Good	13.00@16.00	.....	13.50@16.50	14.00@16.50
Medium	11.00@13.00	.....	11.00@13.50	12.00@14.00
Common	10.00@11.00	.....	10.50@11.00	.....
STEERS:				
(600-700 lbs.) choice.....	16.00@18.00	.....	16.50@18.00	17.00@18.50
Good	13.50@16.00	.....	13.50@16.50	14.00@16.50
Medium	11.00@13.50	12.00@14.00	11.50@13.50	12.00@14.00
STEERS:				
(700 lbs. up) choice.....	17.00@18.50	17.50@19.00	17.00@18.50	17.00@18.50
Good	14.00@17.00	14.00@17.00	14.00@17.00	14.00@16.50
COWS:				
Good	10.50@12.00	11.50@12.50	11.50@12.50	11.00@13.00
Medium	9.50@10.50	10.50@11.50	10.50@11.50	10.00@11.00
Common	9.00@9.50	10.00@10.50	9.50@10.50	9.50@10.00
FRESH VEAL AND CALF:				
VEAL:				
(2) choice	15.50@16.50	17.00@18.00	17.00@18.00	16.00@17.00
Good	14.50@15.50	16.00@17.00	15.00@17.00	15.00@16.00
Medium	13.00@14.50	14.00@16.00	12.00@15.00	13.00@15.00
Common	11.50@13.00	12.00@14.00	10.00@12.00	12.00@13.00
CALF:				
(2) (3) good	13.00@14.50	.....	13.00@15.00	.....
Medium	11.50@13.00	.....	11.00@13.00	.....
Common	10.00@11.50	.....	10.00@11.00	.....
FRESH LAMB AND MUTTON:				
LAMB:				
(3-5 lbs. down) choice.....	18.00@18.50	18.00@19.00	19.00@20.00	18.50@19.00
Good	17.00@18.00	17.00@18.00	18.00@19.50	18.00@18.50
Medium	16.00@17.00	16.00@17.00	17.00@18.50	17.00@18.00
Common	15.00@16.00	15.50@16.00	16.00@17.00	.....
LAMB:				
(39-45 lbs.) choice.....	18.00@18.50	18.00@19.00	18.50@19.50	18.50@19.00
Good	17.00@18.00	17.00@18.00	17.50@19.00	17.00@18.50
Medium	16.00@17.00	16.00@17.00	17.00@18.00	17.00@18.00
Common	15.00@16.00	15.50@16.00	16.00@17.00	.....
LAMB:				
(46-55 lbs.) choice.....	17.50@18.00	17.50@18.00	18.00@18.50	17.50@18.50
Good	16.50@17.50	17.00@17.50	17.50@18.00	16.50@17.50
MUTTON:				
(Ewe) (70 lbs. down) good	9.00@10.00	8.00@9.00	7.50@8.50	7.50@8.00
Medium	8.00@9.00	7.00@8.00	6.50@7.50	7.00@7.50
Common	7.00@8.00	6.50@7.00	6.00@6.50	6.50@7.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. avg.....	10.00@20.50	20.00@21.00	19.00@20.50	18.00@20.00
10-12 lbs. avg.....	10.00@20.50	20.00@21.00	19.00@20.50	18.00@20.00
12-15 lbs. avg.....	18.50@20.00	19.50@20.00	18.00@19.50	17.00@18.00
16-22 lbs. avg.....	17.50@18.50	18.00@19.50	17.00@18.50	16.00@17.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	15.50@16.50	.....	17.00@18.00	17.00@19.00
PICNICS:				
6-8 lbs. avg.....	.....	18.00@19.00	.....	.....
BUTTS: Boston Style:				
4-8 lbs. avg.....	17.00@19.00	.....	19.00@20.00	20.00@21.00

(1) Includes heifer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago.

(3) Includes sides at Boston and Philadelphia.

Wm. Quist will open meat market at 3948 Lyndale, So., Minneapolis, Minn.

RETAIL MEATS RISE SLIGHTLY

Retail prices of meat rose only two-tenths of 1 per cent while retail prices of all foods increased 1.4 per cent during two weeks ended November 19, the U. S. Bureau of Labor Statistics reports. Dairy products increased 3.2 per cent in price over the preceding two-week period and fresh fruits and vegetables advanced sharply. Lower prices for all beef items and for most pork products tended to balance increases in lamb, pork roast and pork chops.

HOLIDAY DOG FOOD SALES

Canned dog food is a good Christmas season item for retailers to suggest to

their customers. Many who have never used this prepared food will want to give their pets a treat at Christmas and a timely suggestion may make an immediate sale and lead to steady buying. Customers who already buy dog food may wish to buy an extra supply because of the ease with which animals can be fed with it at this busy season.

LIGHT UP FOR WINTER

More and better light is needed in the retail meat store during winter months than in summer and spring. Fixtures should be cleaned, weak bulbs changed and the store made as light and cheery as possible. Good lighting will increase efficiency of the sales force and is a real aid in displaying meat. It is especially appreciated by older customers, many of whom have defective vision.



The name "STANGE" or the trademark "Peacock Brand" is your guarantee of perfect satisfaction in meat packer and sausage manufacturers' specialties. Made according to tried and tested formulas, these products offer advantages that no other product can equal. To give your *sausage and specialties* a guarantee of quality, use these products with a guarantee of quality.

Dry Essence of Natural Spices—Individual or blended
Peacock Brand Certified Casing Colors

Premier Curing Salt
Baysteen
Sani Close
Meat Branding Inks—
Violet and Brown

WM. J. STANGE COMPANY

2536-40 W. Monroe St., Chicago
Western Branch, 923 E. 3rd St., Los Angeles

FARM BUREAU BACKS AAA

(Continued from page 12.)

fended by Secretary Wallace. He asserted that the AAA sought to enable the farmers to cooperate in restriction of production and the reciprocal tariff act was designed to aid the situation in another direction. The Secretary surveyed the tariff acts and called the processing tax the "farmers' tariff."

The federation offered no serious criticism of the AAA in pledging itself to defend the act, but did ask for simplification of its administration. Its resolution declared:

AAA Opponents Warned

"We serve notice on all groups and individuals who are opposing agricultural adjustment for political, personal or other reasons, that this program was formulated by the farmers themselves, acting through their own organizations and will be protected and defended by the farmers and their friends on the basis of its fairness to agriculture, its beneficial contributions to continued national recovery, and in the interest of permanent prosperity for all economic groups and classes of our nation."

Another resolution was adopted by the federation asking for a federal tax of 10 cents per pound on oleomargarine manufactured in the United States which is made in whole or part from imported products.

The convention asked that AAA contracts between the government and farmers be worked out on a farm unit basis, instead of on individual farm commodities by classes. The federation also asked for continuance of processing taxes.

CONSUMER'S MEAT DOLLAR

(Continued from page 14.)

tively. These figures are, of course, considerably higher than corresponding prices of livestock for the same period, since it takes nearly two pounds of live weight, on average, to produce a pound of meat.

"Services of production, processing, and distribution are performed because someone wants them and is willing to pay for them," said Mr. Greer. "In a competitive economy individuals engaging in business are left to determine by a trial and error method what services are wanted and what are not. What people are willing to pay for a given service and what people are willing to take for performing it regulate the matter entirely, except as some regulation by outside forces may be attempted for social or political reasons.

Consumers Test Enterprise

"It is easy to demonstrate the truth of this statement in rather simple ways. Do consumers want bacon sliced and

BELLEVUE STRATFORD

CLAUDE H. BENNETT, General Manager

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Longacre 5-4500

Pittsburgh: Standard Life Bldg.
Court 1488

wrapped in cellophane? Some enterprising meat processors will soon find out. If consumers are willing to pay enough more for the sliced and wrapped product to cover the cost of slicing and wrapping, the service will be performed; if not, no one will long continue the operation.

"Do the housewives of a given community want more meat stores? If so, someone will open stores and there will be trade enough to make them successful. If not, some stores will fail for lack of volume or because margin is not large enough to justify continuing the enterprise."

PACKERS' WHOLESALE SIGNS

Green and white metal signs, reading "THIS IS A WHOLESALE ESTABLISHMENT. NO RETAIL SALES" are available from the Institute of American Meat Packers in accordance with plans reached at recent conferences between a committee of the Institute and committees from the National Association of Retail Meat Dealers and the National Association of Retail Grocers. Several hundred of the signs already have been distributed to various packers. The signs, which measure 9 by 14 inches, are equipped with cord hangers so they may be placed in prominent positions in packers' branch houses and in wholesale markets.

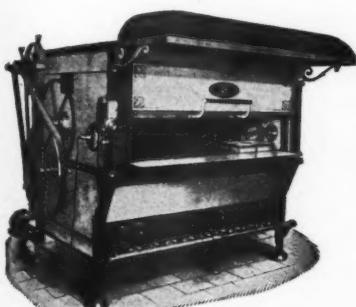
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PURCHASING Departments =

BAKING MEAT LOAVES

The American meat packing industry has, since the adoption of the revolving oven (reel oven) for the baking of hams, meat loaves, etc., realized its superiority over all other types, not only because of economy in its use, but also for its uniform baking performance, minimum shrinkage and easy handling of products.

The Crandall Pettee Co., New York, were the pioneers who introduced the gas-fired portable reel oven to the meat trade. Gas as fuel for meat baking is considered superior due to its moist heat, and hence less shrinkage per loaf.



REEL OVEN FOR MEAT LOAVES.

This oven, with many added improvements, is now manufactured by Nicholas Silvery, 8745 16th ave., Brooklyn, N. Y., who for over 24 years built reel ovens for the Crandall-Pettee Co. until dissolution of the latter concern.

INSULATION INFORMATION

Insulating materials, refractories, floorings, roofings and transite in its various forms are just a few of the products described in a comprehensive catalog of industrial products which has just been published by Johns-Manville. Profusely illustrated with photographs, drawings, tables and charts, the new booklet is the first complete catalog of all J-M industrial materials that has been compiled in several years.

Considerable space is devoted to the important problem of insulating materials for modern industrial equipment. An outstanding feature is the detailed recommendations by J-M engineers for insulating meat packing equipment, power plant equipment, etc.

An interesting section is devoted to descriptions and illustrations of J-M built-up and insulated roofs. Included is a chart showing deck construction,

limitation of roof pitch, surface finish, kind of felt, number of plies, weight and other specifications of many types of roofs. Various uses of corrugated and flat transite as roofing, siding, interiors and the like are also set forth. Other sections are devoted to steeltex floor lath and welded wire reinforcement, waterproofing and damp-proofing, friction materials, electrical products, transite pipe and packings and gaskets.

Copies of the catalog, "Johns-Manville Industrial Products," may be obtained by writing to Johns-Manville, 22 East 40th st., New York City.

NEW BUFFALO MEAT CHOPPER

John E. Smith's Sons Co., Buffalo, N. Y., for sixty-seven years manufacturers of the famous "Buffalo" sausage manufacturing equipment, has announced a complete new line of choppers for retail meat markets and restaurants. This new chopper departs from the conventional design. Calling upon the experience obtained with large production machines, it has several notable features of construction, which combine powerfully-built motor and gear assembly into one compact unit; close-fitting whorled cylinder and feed screw assuring fast operation and an even flow of cleanly chopped meats. Very little meat is left in the cylinder after each cutting. Gears and shaft are

fabricated from finest alloy steel and assembled in the same manner as modern automobile transmission, so they will give years of noiseless trouble-free service. A catalogue shows the complete line of choppers made by the company.

WATER-TIGHT MASTER SWITCH

Moist conditions prevailing in some packinghouse departments make the use of specially-protected electrical equipment necessary. A new line of water-tight push-button master switches, mounted in molded phenolic-compound enclosures and intended for installations where there is much moisture, has been developed by the General Electric Co. Each unit is operated by a molded-compound lever, thus protecting the operator from electrical contact with any metallic parts that might be "alive," and as many as four units may be mounted in one enclosure. These push-button master switches, provide both normally open and closed circuits. Either momentary-contact units or a combination of momentary-contact and latched-in units are available.



STYLE PARADE OF SALT BAGS.

Bags for International Salt Company feature smart new fashions this season. Pictured are the 100-pound bags. In the background they appear in their old dress. The foreground shows them in their latest clothes, styled after the modernized package of Sterling table salt. These bags contain various grades of salt, but retain their family identity by the wide band of "International" blue with reverse lettering.

This illustrates another step in redesigning of a large line of dissimilar International Salt Company containers to give them all a family resemblance.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.

	Week ended	Cor. week,
Prime native steers—	Dec. 11, 1895.	1894.
400-600	19 1/2 @ 20	14 @ 15
600-800	19 @ 20	12 1/2 @ 13 1/2
800-1000	19 @ 20	14 @ 14 1/2
Good native steers—		
400-600	17 1/2 @ 18	11 1/2 @ 12 1/2
600-800	17 1/2 @ 18	12 @ 13
800-1000	17 @ 18	12 @ 13
Medium steers—		
400-600	13 1/2 @ 14 1/2	10 @ 11
600-800	14 @ 15	11 1/2 @ 12 1/2
800-1000	13 @ 15 1/2	11 1/2 @ 12
Heifers, good, 400-600	14 1/2 @ 15	11 1/2 @ 11 1/2
Cows, 400-600	9 @ 11	5 @ 7 1/2
Hind quarters, choice...	@ 24	@ 19
Fore quarters, choice...	@ 15 1/2	@ 10 1/2

Beef Cuts.

Steer loins, prime...	unquoted	unquoted
Steer loins, No. 1...	@ 22	@ 22
Steer loins, No. 2...	@ 22	@ 21
Steer short loins, prime...	unquoted	unquoted
Steer short loins, No. 1...	@ 42	@ 37
Steer short loins, No. 2...	@ 37	@ 24
Steer loin ends (hips)...	@ 23	@ 19
Steer loin ends, No. 2...	@ 22	@ 18
Cow loins...	@ 14	@ 12
Cow short loins...	@ 16	@ 14
Cow loin ends (hips)...	@ 13	@ 10
Steer ribs, prime...	unquoted	unquoted
Steer ribs, No. 1...	@ 22	@ 21
Steer ribs, No. 2...	@ 21	@ 19
Cow ribs, No. 2...	@ 1	@ 10
Cow ribs, No. 3...	@ 9	@ 7
Steer rounds, prime...	unquoted	unquoted
Steer rounds, No. 1...	@ 14 1/2	@ 10
Steer rounds, No. 2...	@ 14	@ 9 1/2
Steer chuck, prime...	unquoted	unquoted
Steer chuck, No. 1...	@ 12 1/2	@ 9
Steer chuck, No. 2...	@ 12	@ 8 1/2
Cow rounds...	@ 11	@ 10
Cow chuck...	@ 9 1/2	@ 5 1/2
Steer plates...	@ 13 1/2	@ 9 1/2
Medium plates...	@ 13	@ 9 1/2
Briskets, No. 1...	@ 16 1/2	@ 13 1/2
Steer navel ends...	@ 12	@ 7 1/2
Cow navel ends...	@ 9	@ 4
Fore shanks...	@ 9	@ 7 1/2
Hind shanks...	@ 7 1/2	@ 4 1/2
Strip loins, No. 1, bats...	@ 60	@ 45
Strip loins, No. 2...	@ 45	@ 35
Sirloin butts, No. 1...	@ 26	@ 22
Sirloin butts, No. 2...	@ 16	@ 16
Beef tenderloins, No. 1...	@ 60	@ 60
Beef tenderloins, No. 2...	@ 50	@ 35
Rump butts...	@ 12 1/2	@ 19
Flank steaks...	@ 22	@ 18
Shoulder clods...	@ 13 1/2	@ 8 1/2
Hanging tenderloins...	@ 12	@ 7
Insides, green, 6@8 lbs...	@ 14	@ 9 1/2
Outsides, green, 5@6 lbs...	@ 12 1/2	@ 8 1/2
Knuckles, green, 6@6 lbs...	@ 13	@ 9

Beef Products.

Brains (per lb.)...	@ 8	@ 7
Hearts...	@ 10	@ 4
Tongues...	@ 18	@ 14
Sweetbreads...	@ 20	@ 18
Ox-tail, per lb...	@ 12	@ 8
Fresh tripe, plain...	@ 10	@ 4
Fresh tripe, H. C...	@ 12 1/2	@ 8
Livers...	@ 18	@ 13
Kidneys, per lb...	@ 11	@ 8

Veal.

Choice carcass...	16 @ 16 1/2	10 @ 11
Good carcass...	14 @ 15	8 @ 9
Good saddles...	17 @ 18	11 @ 14
Good racks...	12 @ 15	7 @ 9
Medium racks...	11	5

Veal Products.

Brains, each...	@ 12	@ 10
Sweetbreads...	@ 34	@ 25
Calf livers...	@ 45	@ 30

Lamb.

Choice lambs...	@ 17	@ 15
Medium lambs...	@ 16	@ 13
Choice saddles...	@ 20	@ 17
Medium saddles...	@ 19	@ 15
Choice fores...	@ 15	@ 13
Medium fores...	@ 14	@ 11
Lamb fries, per lb...	@ 25	@ 26
Lamb tongues, per lb...	@ 15	@ 12
Lamb kidneys, per lb...	@ 20	@ 15

Mutton.

Heavy sheep...	@ 7	@ 3
Light sheep...	@ 10	@ 7
Heavy saddles...	@ 9	@ 10
Light saddles...	@ 12	@ 10
Heavy fores...	@ 6	@ 4
Light fores...	@ 9	@ 6
Mutton legs...	@ 13	@ 11
Mutton loins...	@ 8	@ 9
Mutton stew...	@ 7	@ 3
Sheep tongues, per lb...	@ 12 1/2	@ 12
Sheep heads, each...	@ 10	@ 10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av...	@ 21	@ 13
Picnic shoulders...	@ 17	@ 10
Skinned shoulders...	@ 18 1/2	@ 10
Tenderloins...	@ 38	@ 26
Spare ribs...	@ 16	@ 9
Back fat...	@ 17 1/2	@ 14
Boston butts...	@ 18 1/2	@ 12
Boneless butts, cellar trim, 2@4...	@ 24	@ 15
Hocks...	@ 14	@ 8
Tails...	@ 18	@ 8
Black bacon, bony...	@ 6 1/2	@ 3
Silky bones...	@ 14	@ 9
Blade bones...	@ 14	@ 9
Pigs' feet...	@ 7	@ 4
Kidneys, per lb...	@ 11 1/2	@ 7
Livers...	@ 14	@ 8
Brains...	@ 12	@ 5
Ears...	@ 9	@ 5
Snouts...	@ 13	@ 6
Heads...	@ 11	...
Chitterlings...	@ 9	...

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons...	
Country style sausage, fresh in link...	
Country style sausage, fresh in bulk...	
Country style sausage, smoked...	
Frankfurters in sheep casings...	
Frankfurters in hog casings...	
Bologna in beef bungs, choice...	
Bologna in beef middles, choice...	
Liver sausage in beef rounds...	
Liver sausage in hog bungs...	
Smoked liver sausage in hog bungs...	
Head cheese...	
New England luncheon specialty...	
Minced luncheon specialty, choice...	
Tongue sausage...	
Blood sausage...	
Souse...	
Polish sausage...	

DRY SAUSAGE

Cervelat, choice, in hog bungs...	
Thuringer cervelat...	
Farmer Holsteiner...	
Milano salami, choice, in hog bungs...	
B. C. salami, new condition...	
Prisses, choice, in hog middles...	
Genoese style salami, choice...	
Pepperoni...	
Mortadella, new condition...	
Capicola...	
Italian style hams...	
Virginia hams...	

SAUSAGE MATERIALS

(F.O.B. CHICAGO.)

Regular pork trimmings...	12 @ 12 1/2
Special lean pork trimmings...	18 1/2 @ 19
Extra lean pork trimmings...	19 1/2 @ 20
Pork cheek meat...	11 1/2 @ 12
Pork hearts...	9 1/2 @ 10
Pork livers...	10 1/2 @ 11
Native boneless bull meat (heavy)...	12 @ 12 1/2
Shank meat...	10 1/2 @ 10 1/2
Boneless cheeks...	10 1/2 @ 9 1/2
Duck trimmings...	10 1/2 @ 9
Dressed canners, 350 lbs. and up...	8
Dressed cutter cows, 400 lbs. and up...	8 1/2
Dr. bologna bulls, 600 lbs. and up...	9 1/2
Pork tongues, canner trim, S. P...	12 1/2 @ 12 1/2

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate...	\$6.50
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate...	\$7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate...	\$6.75

BARRELED PORK AND BEEF

Mess pork, regular...

Family back pork, 24 to 34 pieces...

Family back pork, 35 to 45 pieces...

Clear back pork, 40 to 50 pieces...

Clear plate pork, 25 to 35 pieces...

Bean pork...

Brisket pork...

Plate beef...

Extra plate beef, 200-lb. bbls...

Refined oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt...

White, deodorized, in bbls., f.o.b. Chgo. 9% @ 9%

White, deodorized, in bbls., f.o.b. Chgo. 11% @ 11%

Yellow, deodorized, in bbls., f.o.b. Chgo. 11 1/2% @ 12%

Soap stock, 50% f.o.b. mills...

1 1/2% @ 2

Soya bean oil, in tanks, f.o.b. mills...

1 1/2% @ 2

Corn oil, in tanks, f.o.b. mills...

10% @ 10%

Cocoanut oil, seller's tanks, f.o.b. coast. 4 @ 4%

Refined in bbls., f.o.b. Chicago...

10% @ 11%

White animal fat, margarine, in 1-lb. cartons, rolls or prints, f.o.b. Chicago...

Nut, 1-lb. cartons, f.o.b. Chicago...

Puff paste...

12% @ 12%

White animal fat, margarine, in 1-lb. cartons, rolls or prints, f.o.b. Chicago...

12% @ 12%

White animal fat, margarine, in 1-lb. cartons, rolls or prints, f.o.b. Chicago...

12% @ 12%

White animal fat, margarine, in 1-lb. cartons, rolls or prints, f.o.b. Chicago...

12% @ 12%

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12% @ 12%

White animal fat, margarine, in 1-lb. cartons, rolls or prints, f.o.b. Chicago...

12% @ 12%

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	

Salt peter, 1 to 4 bbls. f.o.b. N. Y.:	
Dbl. refined granulated.....	6.25
Small crystals.....	7.25
Medium crystals.....	7.62½
Large crystals.....	8.00
Dbl. refd. gran. nitrate of soda.....	3.62½

Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:

Granulated.....	\$ 6.996
Medium, air dried.....	6.496
Medium, kiln dried.....	10.996
Rock.....	6.782

Sugar—	
Raw, 96 basis, f.o.b. New Orleans.....	@3.60
Second sugar, 90 basis.....	none
Standard grain, f.o.b. refiners (2%).....	@5.10
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.60
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.50

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
Allspice Prime.....	13	14½
Realfed.....	13½	15
Chili Pepper, Fancy.....	22	
Chili Powder, Fancy.....	21	
Cloves, Amboyna.....	23	27
Madagascar.....	18	19
Zanzibar.....	18½	19½
Ginger, Jamaica.....	17½	20
African.....	12½	14½
Mace, Flanders Bands.....	65	70
East. Ind. & W. I. Blend.....	60	65
Mustard, Flour, Fancy.....	24	24
No. 1.....	15	16
Nutmeg, Fancy Bands.....	25	25
East India.....	21	
E. I. & W. I. Blend.....	19	
Paprika, Extra Fancy.....	23½	22½
Fancy.....	28	
Hungarian.....	28	
Pepper, Sweet Red Pepper.....	26½	
Pepper, Cayenne.....	21½	
Red Pepper, No. 1.....	18	
Pepper, Black Aleppy.....	9½	11
Black Lampung.....	7½	9
Black Tchilicherry.....	10½	12½
White Java Muntok.....	13½	15
White Singapore.....	13	14½
White Packers.....	14	

SEEDS AND HERBS

	Ground	for Sausage.
Caraway Seed.....	10½	12½
Celery Seed.....	20	24
Cominos Seed.....	15	17½
Coriander Morocco, Bleached.....	8	9
Coriander Morocco Natural No. 1.....	61½	8½
Mustard Seed, Cal. Yellow, American.....	8½	10½
Marjoram, French.....	26	30
Oregano.....	11	14
Sage, Dalmatian Fancy.....	9	11
Dalmatian No. 1 Fancy.....	8½	10½

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@26
Domestic rounds, 140 pack.....	335
Export rounds, wide.....	@48
Export rounds, medium.....	330
Export rounds, narrow.....	337
No. 1 weasands.....	337
No. 2 weasands.....	42
No. 1 bangers.....	62
No. 2 bangers.....	63
Middies, regular.....	63
Middies, select, wide, 2@3½ in. diam.....	40
Middies, select, extra wide, 2½ in. and over.....	70

Dried bladders:	
12-15 in. wide, flat.....	.85
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.50
6-8 in. wide, flat.....	.25

Hog casings:	
Narrow, per 100 yds.....	.250
Narrow, special, per 100 yds.....	2.45
Medium, regular.....	2.35
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.40
Export bungs.....	.20
Large prime bungs.....	.22
Medium prime bungs.....	.13
Small prime bungs.....	.09
Middies, per set.....	.20
Stomachs.....	.09

COOPERAGE

Ash pork barrels, black hoops.....	\$1.25	@1.27½
Ash pork barrels, galv. hoops.....	1.32½	@1.35
Oak pork barrels, black hoops.....	1.15	@1.17½
Oak pork barrels, galv. hoops.....	1.22½	@1.25
White oak ham tierces.....	2.02½	@2.05
Red oak lard tierces.....	1.77½	@1.80
White oak lard tierces.....	1.87½	@1.90

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good.....	\$10.40	@10.75
Steers, medium, 1,044-1,204 lb.....	9.50	@10.00
Bulls.....	8.00	down
Cows, common and medium.....	5.00	@ 6.50
Cows, cutter and low cutter.....	3.00	@ 4.75

LIVE CALVES

Weavers, choice.....	\$13.00	
Calves, good.....	12	7.50
Calves, medium.....	12	6.25

LIVE LAMBS

Lambs, good and choice.....	\$11.50	@11.85
Lambs, common.....	12	7.50

LIVE HOGS

Hogs, 193-lb. aver., good and choice.....	\$10.10	
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	19½	@21½
Choice, native, light.....	19½	@21
Native, common to fair.....	17	@18½

Western Dressed Beef.

Native steers, 600@800 lbs.....	10	@20
Native choice yearlings, 440@600 lbs.....	17	@18
Good to choice heifers.....	16½	@17½
Good to choice cows.....	14½	@15½
Fresh bologna bulls.....	11	@12

BEEF CUTS

Western.

City.

No. 1 ribs.....	24	@26
No. 2 ribs.....	21	@23
No. 3 ribs.....	17	@20
No. 1 loins.....	20	@22
No. 2 loins.....	19	@21
No. 3 loins.....	16	@22
No. 1 hinds and ribs.....	21	@23
No. 2 hinds and ribs.....	18	@20
No. 1 rounds.....	17	@18
No. 2 rounds.....	16	@16
No. 1 chuck.....	16	@18
No. 2 chuck.....	15	@16
No. 3 chuck.....	13	@14
Bolognais.....	12	@12
Rolls, reg. 6@8 lbs. avg.....	23	25
Rolls, reg. 4@6 lbs. avg.....	18	20
Tenderloins, 5@6 lbs. avg.....	50	60
Shoulder clods.....	12	@14

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	19½	@20
Lambs, good.....	19	@19½
Lambs, medium.....	18	@18½
Sheep, good.....	11	@12
Sheep, medium.....	9	@10

DRESSED HOGS

Hogs, good to choice.....	\$17.75	@18.25
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs. avg.....	21	@22
Pork tenderloins, fresh.....	35	@36
Pork tenderloins, frozen.....	30	@32
Shoulders, Western, 10@12 lbs. avg.....	28	@29
Butts, boneless, Western.....	23	@24
Butts, regular, Western.....	19	@20
Hams, Western, fresh, 10@12 lbs. avg.....	23	@24
Plenics, hams, Western, fresh, 6@8 lbs. avg.....	17	@18
Pork trimmings, extra lean.....	21	@22
Pork trimmings, regular 50% lean.....	16	@17
Spareribs.....	17	@18

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	29	@30
Regular hams, 10@12 lbs. avg.....	29	@30
Regular hams, 12@14 lbs. avg.....	28	@29
Skinned hams, 10@12 lbs. avg.....	28	@29
Skinned hams, 12@14 lbs. avg.....	27½	@28½
Skinned hams, 16@18 lbs. avg.....	26	@27
Skinned hams, 18@20 lbs. avg.....	21	@22
Plenics, 4@6 lbs. avg.....	21	@22
Plenics, 6@8 lbs. avg.....	20	@21
City pickled bellies, 8@12 lbs. avg.....	24	@25
Bacon, boneless, Western.....	33	@34
Bacon, boneless, city.....	31	@32
Rolllettes, 8@10 lbs. avg.....	21	@22
Beef tongue, light.....	21	@22
Beef tongue, heavy.....	24	@25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c	a pound
Fresh steer tongues, l. c. trimmed.....	28c	a pound
Sweetbreads, beef.....	35c	a pound
Sweetbreads, veal.....	70c	a pair
Beef kidneys.....	15c	a pound
Mutton kidneys.....	4c	each
Livers, beef.....	29c	a pound
Oxtails.....	16c	a pound
Beef hanging tenders.....	25c	a pound
Lamb fries.....	10c	a pair

BUTCHERS' FAT

Shop fat.....	2.50	per cwt.
Breast fat.....	3.25	per cwt.
Edible suet.....	5.00	per cwt.
Inedible suet.....	3.50	per cwt.

GREEN CALFSKINS

5-9 9½-12½ 12½-14 14-18 up	</td

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number.

No display. Remittance must be sent with order.

Position Wanted

Working Sausage Foreman

A1 sausagemaker wants position as foreman, chopper, or smoke house man. Can handle help. Willing to go anywhere. W-195, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Man

Reliable young man wants position. Has had eight years' experience in packinghouse and selling. Good recommendations. W-194, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Illinois.

Broker Wants Eastern Accounts

Reliable meat broker is looking for accounts. Carlots or less than carlots, beef, veal, lamb, pork, provisions and boneless meats for Greater New York and nearby territory. Excellent acquaintance in trade. Could serve Eastern packers as well. Best references. W-197, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Profits in the Plant

Packinghouse executive with successful record in processing and operation problems, able to sell ideas to sales organization, now available. Best references. W-193, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

with years of practical all-around packinghouse operating experience covering beef or pork killing, cutting, processing, rendering, manufacturing, etc., available soon. Understands handling of labor. Produces results with minimum costs. Several years' experience general superintendent, small and medium plant. Excellent references. W-190, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Illinois.

Sausage Expert

Position wanted by expert sausagemaker experienced in preparing and making full line of quality sausage that will meet the strongest competition of today. Highly efficient in both manual and supervisory work. W-187, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Rendering Man

Wanted, first-class man for Laabs dry rendering system. Must be able to cook, skin, or work as directed. State wages in first letter. W-198, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Wanted, man well acquainted with packers and sausage manufacturers to sell nationally a newly developed pickling preparation for meat curing. Salary and commission. Must have successful sales record and good references. Big opportunity for right man. W-185, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Plants for Sale

Plant for Sale or Rent

For sale or rent, E. Godel and Sons packinghouse property in Peoria, Illinois, population about 140,000. Adjoining Union Stock Yards. Abundant supply of water and livestock available. Capacity about 1,000 hogs a week; about 100 cattle. Address WILLIAM E. STONE, care of First National Bank, Peoria, Ill.

Meat Packing Plant for Sale

Modern packing plant fully equipped, in densely populated section. Established over 50 years. Long lease to financially able reliable parties interested in taking over plant and operating it. Use of trade names and equipment leased to responsible operator free. FS-189, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Dry Rendering Equipment

Wanted, good used dry rendering equipment, complete, small unit. Give lowest price and particulars. W-192, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Misc. Wanted & for Sale

Rendering Equipment

Wanted, 1 No. 1 V. D. Anderson Expeller with tempering apparatus, motor drive. One 5 x 10 Laabs rendering cooker with condenser and vacuum pump. FS-196, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Pig Skin Strips Wanted

We will pay 8c delivered Chicago for any quantities of D. S. back strips, measuring 5 inches by 15 inches and over, suitable for tanning. Will buy for either immediate or later shipment. Telegraph or write us your offerings.

E. G. JAMES CO.

Provision Brokers.

332 S. La Salle St., Chicago, Ill.

Packinghouse Equipment

Included in equipment purchased from Lancaster Packing Co.: One 2-ton Studebaker refrigerator truck, excellent condition, fully insulated, with two 150-lb.-capacity refrigerators, 1032 mm. wide, 75 mm. high. Priced for immediate sale, \$800. For complete list of other packinghouse equipment for sale, write Geo. H. Alten, P.O. Box 426, Lancaster, Ohio.

Equipment for Sale

1-Hottmann Cutter and Mixer, 1,000 lb. capacity; 1-Mitts & Merrill No. 1-CV Hog, direct-motor driven; 1-No. 156 belt-driven Enterprise Meat Chopper or Grinder; 1-Wannenwetsch 5 x 7 ft. Rendering Tank; 1-Albright-Nell 4 x 8 ft. Lard Roll, arranged for motor drive; 2-Mechanical Mfg. Co. 4 x 9 ft. Lard Rolls; 5-Cooking Kettles. Miscellaneous: Dryers, Hammer Mills, Ice Machines, Boilers, Pumps, Filter Presses, etc.

What idle machinery have you for sale? Send us a list.

CONSOLIDATED
PRODUCTS CO., INC.
14-19 Park Row, New York, N. Y.

foods of Unmatched Quality

ESSKAY
QUALITY

HAMS—BACON

LARD—SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schluderberg - T. J. Kurde Co.
Meat Packers

Baltimore, Md.



Managers

TASTIEST!

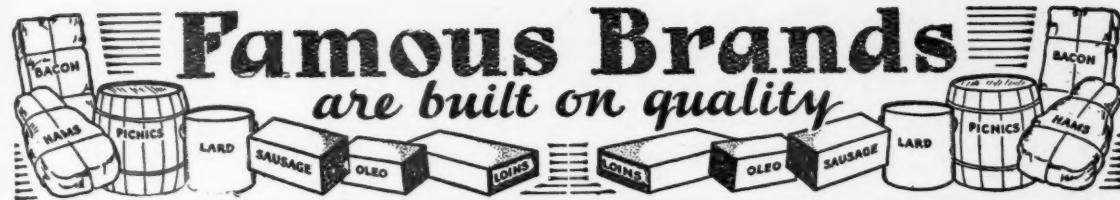
Because Capital Brand Hams and Bacon have such fine flavor—they are always in favor

The Columbus Packing Co.

PORK AND BEEF PACKERS

Columbus, Ohio

New York Representative: M. C. Brand, 410 W. 14th St.



Famous Brands are built on quality



**BEEF • PORK • VEAL • MUTTON
CANNED FOODS
HAMS • BACON • LARD • SAUSAGE**

We specialize in carlot beef sales

J O H N M O R R E L L & C O .

General Offices: OTTUMWA, IOWA

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